FOREIGN COMMERCE

WEEKLY

May 28, 1962

U. S. Department of Commerce, Washington 25, D. C.

VOLUME 67, NUMBER 22

18769

4 - JUN - 4
Copy 1962

Investing in West Berlin: A Special Report

German Information Office

Foreign Commerce Weekly

U.S. Department of Commerce

Luther H. Hodges
Secretary

Jack N. Behrman
Assistant Secretary for International Affairs

L. Edward Scriven
Director, Bureau of International Business Operations

Eugene M. Braderman
Director, Bureau of International Programs

Editorial Advisory Board

Dean Smith, Chairman; Director, *Office of Information and Publications*

Robert W. Barrie, Assistant Administrator for Industry Activities *Business and Defense Services Administration*

Charles F. Boehm, Acting Director, *Office of Commercial Services*

Forrest D. Hockersmith, Director, *Office of Export Control*

Rene Lutz, Acting Director *Office of Regional Economics*

Roy L. Morgan, Director, *Office of Field Services*

Robert L. Oshins, Director, *Office of International Investment*

Addison W. Parris, Acting Director *Office of Commercial and Financial Policy*

Paul E. Pauly, Director, *Office of Trade Promotion*

R. Foster Shawan, Acting Deputy Director, *Office of International Trade Fairs*

★ ★ ★

John C. Williams, Managing Editor

★ ★ ★

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must remit $21.85 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to the nearest Department Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C. Address changes should be sent to the Superintendent of Documents.

Contents of this publication are not copyrighted and may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget May 24, 1961.

Legal Questions

A Management Checklist For Overseas Business

By Walter W. Brudno

Attorney, Kilgore & Kilgore
Dallas, Texas

Among the first questions in studying a foreign trade or investment venture are those that relate to exchange controls, the stability of exchange, and the measures available to minimize exchange risks.

This is the second of a series of articles reprinted from the Third Annual Institute, PRIVATE INVESTMENTS ABROAD, sponsored by the Southwestern Legal Foundation, Dallas, Tex., and published by Matthew Bender & Company, Inc., Albany 1, N.Y.

1. Exchange Restrictions

Evaluation of the exchange problem requires familiarity with the exchange-control mechanisms in the particular country. It also requires an appraisal of its economic conditions and prospects, in order to determine the likelihood of either an adverse or favorable change in its monetary conditions. If export sales are made other than against an irrevocable letter of credit, both the credit standing of the buyer and the strength of the currency of payment become relevant; for, even if the buyer is financially able to pay at the time of shipment, it may become difficult or impossible for him to pay at the time prescribed if there is substantial devaluation of currency or transfer of the product to an exchange category with a lower preference, or if an exchange license becomes unobtainable.

The exchange-rate system may also have relevance to determination of the form of operation and its capital structure, and it may affect the enforceability or reliability of contracts. Other considerations are:

- Availability of both a free market and an official market for the particular exchange.
- Existence of a multiple currency system under which the rate for acquiring foreign exchange depends on its proposed use and the commodity to be purchased.

Most countries with exchange restrictions require approval of one or more governmental agencies for capital investments. Others permit investment at the free rate without approval. In the latter, determine whether the conditions to approval outweigh the advantages of the exchange commitments attending the approval.

The types of projects that will receive investment approval vary from time to time; and the nature, extent, and duration of exchange guarantees that may be granted are also variable. The possibility of such variations must be determined in advance. If possible, the initial agreement with the government should include original investment and contemplated additional investment that may be required later. Other considerations are:

- Restrictions on the amount or proportion of loan capital (a) to be provided by the investor or (b) to be obtained from local sources.
- Differences between the conditions for repatriation (a) of loans and interest and (b) of equity capital and dividends.

2. Exchange Risk

If an exchange risk exists, study thoroughly the available means for minimizing or hedging it. Although local borrowings may provide some degree of security, the added cost may exceed the value of the protection. Investigate the availability of PL 480 funds, which are local currency proceeds for sale of surplus agricultural products that may be loaned by the Export-Import Bank for investment. Also note that foreign-currency loans may be obtained through the Agency for International Development, the International Development Association, and the Inter-American Development Bank, and that AID may guarantee against nonconvertibility but not against devaluation.

Consider the sale of exchange futures and compare the premium on futures with the cost of local borrowing. Consider, also, the extent to which the investment should be represented by real estate and inventory. Wherever possible, maintain a favorable balance between accounts payable and accounts receivable. Of course, the most effective protection is obtained by repatriating both investment and profits at the most rapid rate pos-

(Continued on page 956)

A Special Report:

West Berlin Continues as Trade Center; U.S. Supports Its Growth Aims Strongly

By Dean Rusk
Secretary of State

A DECISION by American firms to invest in West Berlin is more than a business decision, more than an investment in a healthy, growing economy, more than an opportunity to enter into the fast-developing Common Market.

It is a demonstration of confidence in the future of a great city.

This trust is well-founded, moreover, for the United States is pledged to protect the freedom of West Berlin and to sustain the opportunity for more than 2 million people to pursue their chosen way of life.

Those American firms which have already established business facilities in West Berlin, or which have signified their intention to do so, are making a significant contribution in support of United States foreign policy objectives for that city.

☆ ☆ ☆

By Gen. Lucius D. Clay
The President's Special Representative in Berlin

EACH TIME I return to Berlin I am impressed with the industrial growth which has taken place since my preceding visit. Where plants stood in ruins without raw materials or machinery, new modern facilities now stand which would be the envy of any city in the world.

This progress must continue for Berlin to live.

With its security guaranteed by the United States and its Allies, Berlin is as safe as any city of the free world. However, economic stagnation could cause the loss of morale which communist pressures have been unable to do. Thus Berlin can be lost to the free world only if it fails to grow.

The industrial miracle of West Berlin has been largely the result of the enterprise and confidence of the Berliners. However, this confidence has been built on the spirit of enterprise and assistance of outsiders, including a number of far-sighted American firms who saw opportunities in Berlin even before the assurances and the opportunities of today were available.

West Berlin, surrounded by barbed wire without a hinterland and physically separated from its natural ties, must have a continuing in-flow of capital and talent.

Thus American policy includes as a major element the encouragement of the forward momentum

(Continued on page 954)

By Luther H. Hodges
Secretary of Commerce

THIS SPECIAL EDITION of FOREIGN COMMERCE WEEKLY devoted to the city of West Berlin will be of interest, I believe, to many businessmen in the United States.

On my many visits to that great metropolis during the past decade I have been impressed by the rapid progress made by its citizens in rebuilding their city and restoring it to its former place as the largest industrial center in Germany.

The moral and material support of the United States and its allies played a decisive part in this revival. But without the courage, energy and confidence of 2 million West Berliners it would have been impossible under any circumstances.

An essential element in economic growth is confidence—confidence in political stability and financial soundness. I believe there is ground for such confidence in West Berlin. The response of private capital investment is proof such investment is welcome there and will receive encouragement and support from the city's administration.

Our Government holds strongly the opinion that a West Berlin which is both prosperous and free strengthens us and the entire free world. This special issue is presented to the business community as part of a program to make known our country's common interest in West Berlin's growth.

☆ ☆ ☆

By Professor Dr. Karl Schiller
Berlin Senator for Economic & Credit Affairs

BERLIN is the largest industrial center of Germany, and we are now working to make it into the most *modern* industrial center of Germany.

The American people are familiar with the change in living conditions in Berlin caused by the erection of the Communist "wall of shame" on August 13, 1961. This wall which divides the city is for us a challenge that we must answer.

Our firm response is to endow the city with new inspiration and a new approach. Our policy is to further the economic growth of Berlin both in spite and because of the wall; to promote cultural life; to make Berlin a teaching and research center of all the sciences; and also to create parallel educational institutions which are to play an active role in the program for cooperation with the economically developing countries.

(Continued on page 954)

WEST BERLIN'S POSTWAR STORY:

By Lewis R. Townsend

European Division,
Bureau of International Programs

The story of West Berlin is a classic of industrial revival. From the smoking rubble of 1945, the Western Sector of this once-great capital has emerged to become again the largest industrial city in Germany.

Today, though artificially cut off from the Eastern Sector, West Berlin sells the products of its factories to free Germany, to the rest of Western Europe, to the U.S., and to many other parts of the world.

At the same time, West Berlin is building new homes, factories and shops and has already resumed its former place as a major center of music, art and learning.

Berlin, formerly capital and industrial center of the Kingdom of Prussia and then of the German Reich, came under occupation by the wartime allies in 1945.

At that time, about 60% of the city had been reduced to rubble by bombing and shelling. But the heaviest loss was that of Berlin's status and functions as the capital city and the revenues it had derived from that source.

Located 110 miles inside the Soviet Zone, the city faced an uncertain future. Despite its position, and in the face of intermittent threats from the East, reconstruction was begun.

The industrial revival which followed was made possible not alone by the financial, military and moral support of the U.S. and its allies, but also, perhaps chiefly, by the confidence of the Berliners themselves in their city's future.

The city became a showcase of freedom and private enterprise.

Industrial Output Soars

By 1955, West Berlin was producing as much as it had produced in 1936.

In 1956 West Berlin's greatest industry, electrical equipment, produced 26% more in value than it had produced in 1936. In 1961 it doubled its 1936 output.

Last year, West Berlin also manufactured almost 2½ times as much clothing and chemicals as in 1936, and its output of machinery was 20% over that for 1936. West Berlin's total sales of industrial products last year reached $2.6 billion.

Besides electrical equipment—in which it leads West Germany—machinery, textiles and chemicals, the city houses a number of well-known concerns in the fields of steel construction, precision mechanics, and vehicles.

It is one of Germany's leading fashion centers, and is the center of its tobacco industry.

Not only in industry has West Berlin retained its prominence. Its Free University and its Technical University attract students from all over the world.

It has a fine opera, a world-famed symphony orchestra, 13 legitimate theaters and 260 movie houses.

Although it still shows the scars of war, it is once more a pleasant place to live and work in. The Kurfuerstendamm is once again a busy and fashionable shopping boulevard. The city's extensive lakes are dotted with the sails of sporting boats in summertime, and the Pfaueninsel, the Peacock Isle, knows the carefree tread of Sunday strollers.

Although there are still areas of desolation left over from the war, new apartments are being built at the rate of 20,000 a year. Attractive new residential and shopping districts have sprung up in the Hansaviertel and Neukoelln.

Part of the city's street system has been reorganized along modern lines to accommodate its crowds of automobiles.

Overall, West Berlin exudes an atmosphere of vitality and enterprise.

City Is Linked to West

The economic and political life of West Berlin is intimately linked with that of the Federal Republic of Germany, although they are separated by 110 miles of Soviet-dominated territory.

The city sends observers to both houses of the German Parliament in Bonn.

The currency of free Germany, the Deutsche Mark, is used in the city, and the municipal budget is financed in part by subsidies from Bonn which run to about a billion marks—$250 million—a year.

West Berlin's judicial, administrative, and banking systems are closely interwoven with those of the Federal Republic.

ATTORNEY GENERAL IN BERLIN: Attorney General Robert F. Kennedy, center, inspects a lathe made in Berlin by a company which is a subsidiary of the Mine Safety Appliance Co. of Pittsburgh. At right is West Berlin's Mayor, Willy Brandt.

INDUSTRIAL REVIVAL CLASSIC

But the most important index of the relationship between West Berlin and the rest of the Free World is the fact that of the $2.6 billion worth of products turned out by the city's industries in 1961, fully 68%, or $1.8 billion, were sold to the Federal Republic. Another 12% were exported to other parts of the Western world.

In other words, four-fifths of all industrial goods produced in West Berlin find their way to Western destinations.

Incomplete Story

The aggregate figures tell an incomplete story, since the dependence of individual industries on West German markets is even higher. Of West Berlin's output of electrical engineering products, 75% goes to West Germany; of its clothing 88%; and of its tobacco products 88% is sold in the Federal Republic.

Beyond its $1.8 billion in sales to the Federal Republic, West Berlin shipped $350 million worth of goods mainly to other parts of the Free World in 1961.

Imports, of course, are also essential in feeding the city's people, keeping its factories running and providing raw and semi-finished materials for its industries.

Last year West Berlin imported about $2.1 billion worth of food, steel, and non-ferrous metals, machinery, and other goods, most of them from the Federal Republic. Thus, for the first time since the war, the city's trade with the outside world was approximately in balance, whereas previous years had always ended with deficits.

The city's success in wiping out the deficits has been due to the fact that while imports have risen fast, sales to West Germany and abroad have expanded even faster.

Between 1955 and 1960 alone they doubled in value.

West Germany's economic boom in 1959 and 1960 showered its benefits on West Berlin. Taking advantage of the growing labor shortage in the Federal Republic and the heavy demand there for capital goods, manufacturers in the city increased their output during 1960 by 15% over the previous year.

Even last year—one of sharpened political crisis for West Berlin—its manufacturing industries boosted their total output by 9%, a greater relative increase than was achieved by the bustling factories of the Ruhr and Rhineland.

In other ways, too, the city's economy prospered. Unemployment in 1961 dropped to its lowest level since before the war—about 2% of the labor force.

Of West Berlin's total employed of about 900,000, about half are in industry.

City Calm Despite Wall

Its soaring industrial output, fast-paced reconstruction and the free and busy life of its people have made West Berlin a display-case of western life in a hostile environment.

Even more important was the fact that until August 1961, people could pass with little difficulty from East Berlin to West Berlin and from there, via the air corridors, to freedom in the Federal Republic.

Between 1949 and 1961 about 3 million of them chose this route, and of these about 170,000 settled permanently in the western sector of the city.

Many Germans from the Zone who chose to remain there still found it worthwhile to visit the western sector to shop.

Last August, the Soviet authorities banned travel into West Berlin and threw a wall along the sector boundary.

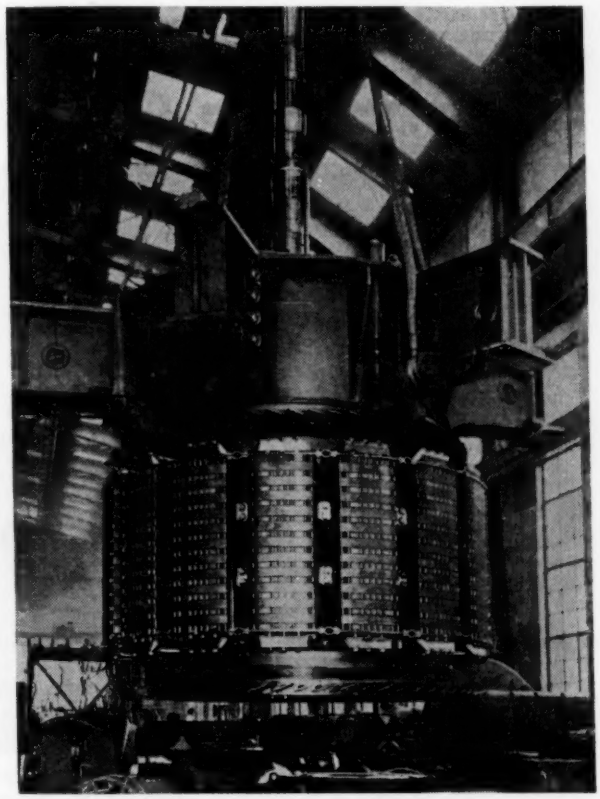
The result was not, as some people had feared, panic and mass flight from West Berlin.

Its factories continued to turn out goods in high volume.

Some industries did suffer from the loss of about 60,000 workers who had lived in the Eastern Sector and crossed over into West Berlin to work.

But with increased automation and productivity, this loss was largely absorbed. Industrial production

(Continued on page 954)



HEAVY MACHINERY: Generator testing equipment in the Berlin plant of AEG. International General Electric Co. is AEG's largest single stockholder.

Berlin Offers Incentives to U.S. Investor

West Berlin offers a number of significant incentives to companies wishing to begin operations in Europe. Of particular interest to potential U.S. investors are the following:

Low-Cost Loans: For the establishment of new industrial facilities or the expansion of existing facilities, it is possible to obtain loans from ERP counterpart funds and other sources. These loans, extending for periods to 10 years or longer, carry interest rates as low as 4%. Applications should be made to the Berlin Senate, Department for Economics and Credit.

Accelerated Depreciation Allowances: A depreciation allowance of 75% is granted on investments in fixed industrial and commercial assets. The write-off is permitted during any of the first three years following such investment.

Tax Benefits: Personal and corporate income taxes are 20% below those in the Federal Republic of Germany.

Goods manufactured in West Berlin and sold to customers in the Federal Republic are exempted from the 4% manufacturer's turnover tax. Under this arrangement, a West Berlin business having a $5,000,000 annual sales volume saves $200,000 per year. This tax incentive is particularly suited to mass-produced consumer products.

In addition, if a Berlin-manufactured product is sold to the Federal Republic, the West German buyer receives a rebate from the Federal Republic tax authorities equivalent to the 4% turnover tax.

Lower Wages: The gross wages and salaries of West Berlin are lower by 6% to 17% than those in the 10 largest cities in the Federal Republic.

Transportation Savings and Allowances: Transportation differentials are paid on shipments to Berlin of iron and steel from steel mills in West Germany.

Guarantees Against Unforeseen Losses: In accordance with an arrangement instituted by the Federal Republic, the Hermes Insurance Co. issues guarantees covering loses arising from commitments on orders that cannot be filled, loss of goods stored in West Berlin, damage in transit to West Germany, and customer payments in advance on orders which cannot be filled.

Currently under way are legislative measures to further broaden a number of these incentives, notably tax concessions and depreciation allowances.

In addition to the business incentives mentioned above, West Berlin firms also profit by a 30 to 40% savings on the purchase of building sites, plants, and warehouses, as compared to prices in the Federal Republic.

An important factor, too, is the stability of labor relations. Since the end of the war, there have been practically no strikes in West Berlin.

Unlike the housing shortages prevalent in many European cities, good housing for executives is readily available within West Berlin.

A number of German and American consultative services are available to firms interested in considering the establishment of business in West Berlin. Among these are the following:

- Senator fuer Wirtschaft und Kredit (The Office of the Senator for Economics and Credit), Berlin-Schoeneberg, Martin-Luther-Str. 61-66, has a section devoted to promoting the development of West Berlin.
- The Berliner Industriebank, Aktiengesellschaft, Berlin-Schmargendorf, Landecker Str. 2. The Bank is responsible for loans from counterpart funds and makes its services available to businessmen wishing to discuss investment possibilities in the City.
- Industrie und Handelskammer zu Berlin (The Berlin Chamber of Commerce and Industry), Berlin-Charlottenberg 2, Hardenberg Str. 16-18, is a useful source of advice and information.

The Economic Section of the U.S. Mission in Berlin also is available for the guidance of American firms.

Facts on West Berlin

AREA: 186 square miles, located 110 miles inside East Germany, about 200 miles southeast of Hamburg on the River Spree.

POPULATION: 2.2 million.

☆ ☆ ☆

GOVERNMENT: Consists of a Senate of 11 members presided over by a Governing Lord Mayor and a Second Mayor, exercising executive powers, and a House of Representatives of 133 members exercising legislative powers. Laws of the Federal Republic of Germany are valid in West Berlin only when approved by the House. Socialists are the dominant party; Governing Mayor is Willy Brandt. City is represented in West German Parliament by observers. Allied Powers retain residual rights of government.

CURRENCY: The German mark, equivalent to 25 cents in U.S. currency.

TOTAL OUTPUT OF GOODS AND SERVICES: At market prices, $2.5 billion in 1959, $2.9 billion in 1960, and $3.3 billion in 1961.

ECONOMY: Primarily industrial. About half of total output is in power, manufacturing and construction. Principal industries: electrical and electronic equipment, textiles and clothing, machinery, and tobacco products.

☆ ☆ ☆

COMMUNICATIONS: Connected with West German points by air, canal, railroad and highway. City has subway and elevated railway.

EXTERNAL TRADE IN MILLIONS OF DOLLARS (including trade with the Federal Republic of Germany):

	1959	1960	1961
Total imports	1,931	1,990	2,216
Total exports	1,593	1,903	2,273
Imports from U.S.	17	18	22
Exports to U.S.	21	28	29

PRINCIPAL IMPORTS FROM THE U.S.: Grains, meat, fats and oils, machinery and chemicals.

U.S. Investment in Berlin Has Lengthy History

The recent announcement by the Yale and Towne Manufacturing Co. of its intention to build a plant in West Berlin made it the latest in a number of distinguished American companies to invest in that industrial metropolis.

Despite war, economic crisis and political upheaval, U.S. firms have an investment history in Berlin dating back to the turn of the century.

Today some of them in the Western Sector are still going strong, with new plants and expanded lines of production.

The National Cash Register Co. established operations in Berlin in 1896, while the International Business Machines Corp. arrived just after the turn of the century.

A milestone in West Berlin's postwar industrial expansion was the opening on May 2 this year of IBM's new office building at a prominent location on Ernst Reuter Platz.

Other American private investments, such as those of the Gillette Co. and the International Telephone and Telegraph Co.—through its subsidiary, Standard Electric Lorenz—followed in the 1920's.

Plants Restored After War

A number of U.S.-owned firms with long-established facilities in Berlin were destroyed in World War II.

Those located in the city's Western Sector set about restoring themselves as rapidly as possible.

Some of them, taking advantage of West Germany's great economic boom, are now doing more business than before the war.

U.S. investments are primarily in the fields of electrical and electronic equipment, office machinery and industrial machinery, which are among West Berlin's key industries.

Before the war there were some U.S.-owned firms in the financial and services field, due to the city's situation as a national capital and financial center. Such operations were not renewed after the war.

Of interest was the opening of a branch office in West Berlin last year by the securities firm of Merrill Lynch, Pierce, Fenner & Smith, Inc. The Berlin Hilton Hotel is already known as one of the most modern hotels in Germany.

Some U.S. investment has taken place through the acquisition of existing West Berlin companies, or of controlling interests in such companies.

Among this group are Mine Safety Appliances Co., of Pittsburgh, which acquired a controlling interest in Auergesellschaft (industrial machinery), Smith-Corona-Marchant, Inc., with 50% interest in Hamann Rechenmaschinen (office machines); Otis Elevator Co. with a 50% interest in Flohr-Otis G.m.b.H, and Union Twist Drill Co. of Athol, Mass., with a 94% interest in R. Stock and Company (machine tools).

General Electric holds a substantial interest in the great electrical engineering company of Allgemeine Elektrizitaets-Gesellschaft. (AEG).

Plants Expanded

The purchasers of ownership or control of Berlin companies have often given them new growth through the expansion of plant and equipment, the addition of new lines of production, and the introduction of new management techniques.

The U.S. is far from being the only foreign country represented by private investment in West Berlin. Others include Switzerland, The Netherlands, Sweden and Great Britain. But American businesses play a constructive and important role in its economy.

West Berlin's enlightened municipal government is keenly aware of this and welcomes foreign investors with tax concessions and other benefits, which the West German Government helps to finance.

U.S. to Exhibit At Berlin Fair For 8th Time

The U.S. will participate for the 8th consecutive year in the annual German Industries Fair in West Berlin Sept. 22-Oct. 7.

The showing is designed to underscore the interest of the U.S. in the continued viability and economic health of West Berlin and their importance to the free world.

The theme of the U.S. Exhibition this year is "Partners in Progress." In developing this theme, the Commerce Department's Office of International Trade Fairs (OITF) plans to achieve the following objectives:

- To demonstrate U.S. faith in the capability of West Berlin to remain free and prosperous.
- To encourage West Berlin enterprises to automate and to modernize through the use of more efficient equipment.
- To emphasize the benefits and possibilities of increased U.S. investment in Berlin and West Germany.
- To attract West German and Common Market businessmen to Berlin,

(Continued on page 955)

OPENING BERLIN FAIR: Secretary of Commerce Luther H. Hodges, right, cuts ribbon to open last year's U.S. Exhibition at the German Industries Exhibition in Berlin. Others in front row, left to right, are Dr. Ludwig Erhard, West Germany's Economics Minister; Gen. Lucius D. Clay, President Kennedy's personal representative in Berlin; and West Berlin's Mayor, Willy Brandt.

BERLIN CONFIDENT ON FUTURE

(Continued from page 951)

during the latter months of 1961 was above that for corresponding months of 1960, although the rate of increase had fallen.

The number of people moving to West Berlin from the Federal Republic actually increased a little, partly as a result of financial inducements offered by the city.

There was no flight of capital either. Savings deposits, after dipping during the last 4 months of 1961, began to rise again and are now above their level of a year ago, and still growing.

Economic Growth to be Spurred

Certain long-run problems remain, however. The city's population structure is the principal one.

Abnormally weighted with people over 45, it has an excess of deaths over births. Before the wall, this natural loss was replaced largely by refugees from the East Zone.

This source of replenishment has now been cut off.

West Berlin's Senator for Economics says the city needs at least 15,000 new settlers a year in order to make up the difference.

Efforts are being made to induce workers to move to the city from the Federal Republic by travel payments, special tax benefits, and the like.

Another need causing a lot of thought in West Berlin's City Hall these days is that of attracting more private investment.

An abnormally high portion—about 80%—of invested capital in the city flows from the public treasury.

The city's authorities would like to see a much higher ratio of private investment for two reasons: first, new investment is important in sustaining West Berlin's high rate of economic growth, and second, it would be a visible demonstration of confidence in the city's future as a prosperous, pleasant place to work and live.

The West Berliners themselves have this confidence.

Private investors already enjoy a number of advantages in West Berlin. Wages in West Berlin, for instance, are from 6 to 17% lower than in the Federal Republic, varying from industry to industry.

But perhaps the most important assurance that can be offered to potential investors is President Kennedy's declaration that the U.S. has a commitment "to sustain—and defend if need be—the opportunity for more than 2 million people to determine their own future and choose their own way of life."

Gen. Clay . . .

(Continued from page 949)

in capital investment and productive output essential to a progressive city.

We are today a long way from those early days when the economic outlook in Berlin was uncertain. But the need for outside impetus does remain, as we must maintain West Berlin as an economically strong part of the western world.

The specific advantages offered to business firms willing to invest in West Berlin greatly exceed any disadvantages caused by its existence behind the Iron Curtain.

With these advantages, the free economic system in which we believe can meet the challenge and shame those doubters who had employed other means.

Of course West German private initiative must assume the major responsibility, but American business can also make a valuable contribution.

In this spirit I would urge those American firms planning any entry into Europe fully to consider the advantages of West Berlin.

I am sure that those firms who have come to Berlin are glad of their decision. From the viewpoint of our national interest, their presence and their augmentation with new firms is in our national interest.

Dr. Schiller . . .

(Continued from page 949)

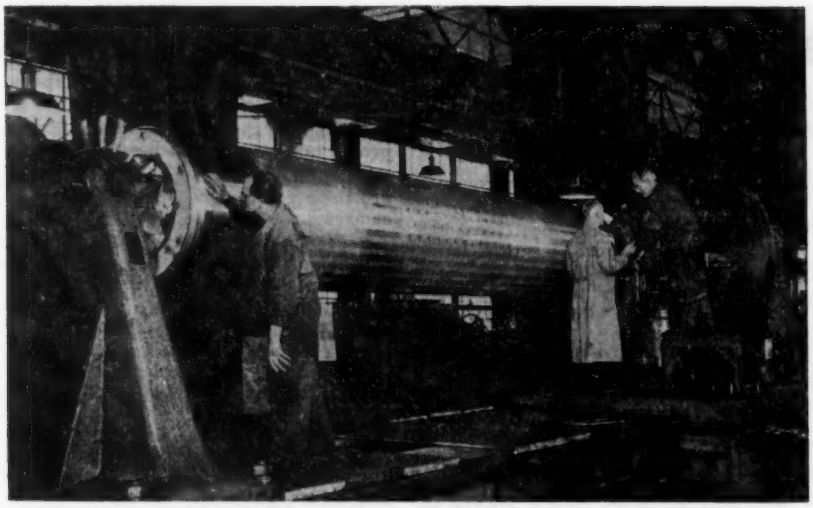
Very important in this broader concept are new investments to be made by Berliners, by West Germans, and also by Americans, for these will determine the degree of economic growth, its extent and tempo.

Berlin's economy cannot remain static; it must be as dynamic as the current economic growth in Western Germany and the Western World. In this connection, Berlin's viability is dependent on its continued close ties with the legal, economic, and social order of the Federal Republic.

We in Berlin are fully aware of the extraordinary commitment of the Government of the United States in the Berlin case.

We have absolute confidence in this political and military commitment.

And it is only natural that we would also be very happy if, parallel to the official American initiative, there were also to be demonstrated a growing private commitment in Berlin on the part of American investors. I know I am not alone in the conviction that close mutual benefits would result from this kind of economic cooperation.



ELECTRICAL WORK: Skilled workers in a West Berlin plant recondition heavy electrical machinery.

'Business Proposal' Plan To Aid Berlin Fair Trade

The Commerce Department's "Business Proposal" service, which has proved highly successful when used by U.S. Trade Missions in the past to bring specific U.S. business proposals to the attention of businessmen overseas, will be used for the first time this fall in connection with a U.S. Exhibition at an international trade fair.

A Commerce Department specialist will disseminate and collect "BPs" at the U.S. Exhibition at the German Industries Exhibition in Berlin, Sept. 22-Oct. 7.

From his vantage spot, Fred Bryer, an export trade specialist from the Commerce Department's Business and Defense Services Administration, will seek sales leads for American-made electronic equipment and high-speed automatic machinery and materials-handling equipment.

Brochures outlining the U.S. Business Proposals will receive wide distribution at the fair. The proposals also will be given to appropriate trade associations, and all media—newspapers, magazines, radio and television—will be employed to advertise the availability of the "BPs."

These Business Proposals, like the thousands which have been disseminated during the past 8 years through the Trade Missions program, will help produce sales, and will help open new contacts in a traditional market.

Here are the categories of products for which "BPs" should be submitted:

- Computers, including digital and analog, and their application to production, planning and data processing.
- Electronic control and measuring devices.
- Electronic communications equipment.
- High-speed automatic machinery including packaging equipment and color printing.
- Automatic warehouse operating systems.
- Special electronic devices.

To submit a Business Proposal, answer these 9 questions on your company's letterhead:

Do you now have business connections in West Germany or are you represented there? (If you have an exclusive representative, the specialist cannot locate another agent for you.) If you are represented, by whom?

Have you had previous business experience with West Germany?

What products do you wish to sell or purchase, and/or what type of business transactions do you wish to undertake? Please describe products in detail.

Do you wish to obtain an agent abroad or do you prefer to export directly?

Do you prefer to import for your own account or to act as an agent?

Will you consider direct investment or a joint venture, such as providing machinery, know-how, or capital with a qualified firm?

Are you interested in licensing a qualified company to produce your products abroad? If so, tell in detail about the nature of the agreement you would consider.

To what extent are you prepared to sell on long-term credit or, if dollar exchange is not available, accept payment in foreign currency?

What type of company would be qualified to transact your business?

☆ ☆ ☆

All the information you provide will contribute to the most successful selling approach possible. Don't hesitate to illustrate your proposition by including catalogs and brochures along with indications of the size and scope of your operations.

Send all information (an original and one carbon copy) to Director, Trade Missions, Berlin Project, U.S. Department of Commerce, Washington 25, D.C., or any Department of Commerce Field Office.

Business proposals should be submitted as soon as possible to allow for processing, publication and dissemination. The deadline date for receipt of the business proposal and supporting material is Sept. 1.

Fair . . .

(Continued from page 953)

thereby assisting in increasing West Berlin's position as a market center.

- To develop the sales potential of American products in West Berlin and West German markets, with special emphasis on automation and high-speed automatic machinery.

Belief in Future Stressed

L. Edward Scriven, Director, Bureau of International Business Operations, said "our exhibition in West Berlin shows the world that the United States believes in West Berlin's future as a progressive, freedom-loving city."

Primary emphasis of the U.S. exhibition will be on equipment and machinery that helps develop such modernization: Computers, electronic control and measuring devices, electronic communications equipment, high-speed automatic machinery, including packaging equipment and color printing, automatic warehouse operating systems, and special electronic devices.

The U.S. Exhibition attracted about a half-million visitors before the erection of the Wall. In 1961, attendance dropped to 348,248 fairgoers.

Manager of the U.S. exhibition will be Gerald L. Fiedler, a veteran of U.S. trade fair operations. He was OITF Paris office manager for several years.

A Management Checklist For Overseas Business

(Continued from cover page 2)

sible; but usually the exchange system determines the rate of repatriation, and the need for expansion may make repatriation impracticable. Nevertheless, if expansion is contemplated and sufficient convertible funds exist to effect the expansion, determine whether withdrawal of the funds and reinvestment under a new approval agreement will improve the ultimate exchange situation.

Taxation Problems

The main U.S. tax problems generally concern the income tax and the special excise tax imposed by IRC Section 1491 on the transfer abroad of appreciated stock or securities.

Income-tax planning in this area is so complex and so closely dependent on the nature, structure, and place of operation of the venture that it is difficult to identify the basic questions to be considered, but they fall roughly into these categories:

- Avoiding international double taxation.
- Obtaining maximum use of the foreign tax credit.
- Obtaining the Western Hemisphere Trade Corporation or China Trade Corporation deductions or the United States Possessions Corporation exemption.
- Deferring taxation of income until remitted to the United States.
- Avoiding the restrictive provisions of Section 269 and Section 367 of the Internal Revenue Code.
- Complying with the arm's-length dealing requirements of Section 482.
- Avoiding foreign personal holding company status.

Unfortunately, these categories appear deceptively simple and do not clearly indicate the breadth and intricacy of the inquiry they demand. Answers to these basic questions involve:

- Exploring the form under which to conduct the business: Branch, domestic subsidiary, foreign operating subsidiary, base company, or a combination of these.
- Exploring the method of operation: Export, licensing, foreign manufacturing, foreign distribution, technical assistance, and service arrangements.

Whatever the form or the method of operation, the inquiry involves determining the source of income and appropriate standards for allocation of income and deductions among the controlled taxpayers that may be involved and among the various countries with which the venture may have contact.

After the theoretically ideal form has emerged from these various considerations, reexamine the plan in the light of its business feasibility. The foreign operating structure that is developed primarily through tax analysis is often a functional monstrosity that impedes the orderly conduct of the business and, by its artificiality, threatens to undermine the tax objectives it is designed to accomplish.

1. Foreign Taxation

The first questions should always be directed to the types and relative burdens of the various taxes imposed. Do not assume that the income tax is the principal tax, nor that the burden of any tax is reflected in its nominal rate structure. If an income tax exists, determine whether it is fully creditable against the U.S. tax; whether underlying accounting principles, income, and deduction concepts are so different from ours as to jeopardize full utilization of the credit; and whether income taxable and deductions allowable under the foreign law are at such variance with accepted U.S. standards as to result in either a higher or lower effective rate than appears from the rate schedule.

In addition, determine whether capital gains are included in ordinary income, subject to a special rate of tax, or exempt, and whether the concept of capital gains differs materially from our own.

Inquire, also, regarding the following:

- What is the treatment accorded by the foreign tax system to distributions, standard types of reorganizations, stock dividends, and recapitalizations?
- Is there differentiation between the rate of tax on distributed and undistributed earnings?
- Is there a tax on dividends or on accumulations that satisfies the tax liability on dividends? If so, what is the combined burden of these taxes and the income tax?
- Are distributions in liquidation, which may be preferred for U.S. tax purposes, free of a foreign dividend tax?

2. Excess-Profits Tax

In addition to the foreign income tax, determine whether an excess-profits tax exists and, if so, the base on which the tax is computed:

- Is the excess-profits tax deductible from taxable income, or is the income tax deductible from income subject to excess-profits tax?
- Can the excess-profits tax base be expanded through multiple incorporation?
- What is the effect upon the excess-profits tax base of thin incorporation?
- If mandatory legal reserves exist, are these reserves deductible for income or excess-profits taxes?
- What is the treatment of operating losses for income tax, the excess-profits tax, or a tax on accumulated earnings?

In addition to taxes measured by income, determine if there are patrimony taxes, stamp taxes, manufacturing taxes, turnover taxes, gross-receipt taxes, taxes on presumptive income, withholding taxes, payroll taxes or social security taxes not deductible from wages, or ad valorem taxes. In some countries, state, provincial, cantonal, or municipal taxes may be a significant burden, even overshadowing national taxes.

Also note that in many countries the statutory tax burden may be varied either by virtue of express statutory provision or as the result of administrative practice. In some countries the actual rate of tax can be negotiated; in others the statutory rate may be applied to a negotiated income base, or an arbitrary income-allocation formula may be agreed upon. For example, in some countries tax authorities may agree to determine the income of a foreign corporation from sources within the country on the basis of a stated percentage of turnover, a stated percentage of domestic expenses, or as a percentage of the value of domestic properties.

After understanding the tax system of the foreign country, inquire further into the practices of tax administration and the degree to which administrative practice follows the law. In some countries, nationals may never report income or pay taxes in accordance with the statutory requirements. Determine whether the U.S. venture can afford to follow their example and, if it does not, whether it can remain competitive.

3. Tax Treaties

Finally, take into account the foreign country's tax treaties with the U.S. and with any other foreign country with which the business has contact. The provisions of such treaties may influence both the form and the method for conduct of the venture, as well as the place of organization.

Next week's article will deal with protection of industrial property rights—patents, trademarks, and designs—including those questions which may arise even when the owner is not directly engaged in international trade or investment.

15 Groups Win Prized 'E' Awards

Fifteen U.S. companies and organizations are flying the prized President's "E" flags this week as the result of 3 award ceremonies last week.

Twelve of the awards were presented in 2 separate ceremonies last Wednesday in Washington and New York. Three others were scheduled to be presented Thursday in Denver.

The Washington event saw Secretary of Commerce Luther H. Hodges, members of the Senate Small Business Committee, under chairmanship of Sen. John J. Sparkman of Alabama, and John A. Horne, Administrator of the Small Business Administration, award "E" pennants and citations to:

The Advance Engineering Co., Minneapolis, Minn.; W. G. Hunt & Co., Inc., Laurinburg, N.C.; Key Equipment Co., Inc., Milton-Freewater, Ore.; Key Pharmaceuticals, Inc., Miami, Fla.; Meat Packers Equipment Co. Oakland, Calif., and Teknis, Inc., Plainville, Mass.

In New York, Secretary of the Interior Stewart L. Udall conferred the export-excellence "E" on:

The Commerce and Industry Assn. of New York, Inc.; the World-Wide Marketing Service of Pan American World Airways, Inc.; the Port of New York Authority; Salant & Salant, Inc.; Screen Gems, Inc.; and the Sonneborn Chemical and Refining Corp., a Division of the Witco Chemical Co., Inc.

In Denver, Secretary Hodges was scheduled to present President Kennedy's "E" Award to: the Arrow Manufacturing Co., the Denver Equipment Co., and the Robbins Incubator Co.

The 15 award winners were selected from among several hundred pending nominations by Secretary Hodges after evaluation by an inter-agency Award Committee. Details on the winners:

ADVANCE ENGINEERING—Extensive foreign travel by this vending machine firm's executives led to a tenfold increase in exports over a 10-year period, and brought sales in markets previously closed to U.S. products.

W. G. HUNT & CO.—Literally a "one-man shop," this firm's owner invented the collating machine he now makes, packages and sells in Europe, Canada, and Central and South America. Advertising in U.S. and foreign trade journals, Mr. Hunt now sells 35% of his production overseas.

KEY EQUIPMENT—A combination of international executive sales calls and overseas advertising increased this specialty food processing equipment firm's exports in 1961 to 23% of total sales.

KEY PHARMACEUTICALS—Company executives used a 3-month overseas tour to sign distributor agreements in 10 European nations; to form a new research and development company in West Germany; and to arrange for a West German firm to ship its products to South America. The firm expects its exports to rise from 1960's 3% of total sales to 40% in 1962.

MEAT PACKERS EQUIPMENT—A hard-hitting personal sales campaign typified by the executive vice president who, though confined to a wheelchair, made a 5,000-mile selling tour of Australia and New Zealand which led to a 320% increase in export sales in 1961, compared with 1960.

TEKNIS, INC.—An export agent for U.S. manufacturers of semiconductor materials, Teknis increased its overseas sales fivefold in 1961. One of its clients, a small manufacturer with no previous export sales experience, found an outlet for $130,000 worth of its products, which now are a standard with European manufacturers.

COMMERCE AND INDUSTRY ASSN. OF NEW YORK—An export-import businessmen's group, the association maintains an extensive file of overseas agents and distributors; shares information with chambers of commerce throughout the world; and publishes a "Weekly World Trade Bulletin" including information on export procedures, shipping and consular requirements, and current trade opportunities.

WORLD-WIDE MARKETING SERVICE OF PAN AMERICAN AIRWAYS—Well over 8,000 U.S. firms have used this service, which offers a wide variety of international marketing assistance and advice. Pan American also publishes "Clipper Cargo Horizons" with a special section devoted to international marketing opportunities. Since this feature began early in 1961, more than 700 firms have listed their products for sale, and more than 1,300 responses have been received.

PORT OF NEW YORK AUTHORITY—An active promoter of international trade, the bi-state Authority has produced several motion pictures on the subject, including one with soundtracks in 6 languages which has been seen by 1½ million people. The Authority cooperated in the preparation and distribution of 20,000 copies of an export expansion leaflet, and publishes a variety of other export promotion material on its own. The Authority maintains 9 regional Trade Development Offices in the U.S. and abroad, where businessmen including previous non-exporters can seek advice.

SALANT & SALANT—A carefully planned market research survey 3 years ago, coupled with personal executive visits, led this men's clothing manufacturer to the point where exports account for 50% of total sales. A fulltime sales representative is assigned to Common Market nations, and other European agents are enlarging its distribution network.

SCREEN GEMS—A producer and distributor of television films, the firm now sells to more than 50 Free World nations. Its 1961 gross income from foreign markets increased more than 50% over 1960, and its films—in 6 languages—accounted for more than 20% of the industry's total foreign income.

SONNEBORN CHEMICAL—Permanent representation in Europe, Japan and Latin America helped enable this petroleum products and petrochemicals firm to penetrate many international markets. Direct exports in 1961 accounted for 20% of its product, and exports through agents for another 10%.

ARROW MANUFACTURING—Specializing in the production of a mobile hydraulic hammer, this heavy construction equipment company started its export program early in 1961. By the end of the year, a combination of salesmanship and demonstration trips to company headquarters by Japanese and Latin American contractors brought substantial sales, and the anticipation of more.

DENVER EQUIPMENT — Through extensive travel and personalized selling, executives of this maker of processing equipment for the mining industry increased the firm's 1961 overseas sales by 62% over 1960, despite mounting competition. A large part of the increase came through sales to Turkey, Iran and India, markets previously dominated by European manufacturers. Foreign personnel have been trained in the firm's metallurgical laboratory at its expense.

ROBBINS INCUBATOR—Aggressive merchandising, plus a quality product, brought the export percentage of this electric poultry incubator maker's sales from 5½% in 1946 to more than 32% in 1960. The firm now exports to 30 countries.

For FCW: A New Look

Three weeks from today, FOREIGN COMMERCE WEEKLY will adopt a new face to meet the expanding requirements of America's international business community.

Streamlined to save your reading time, it will include a greater variety of readable features covering overseas markets, and the ways in which penetration of these markets can add profits to your organization.

The new publication will be printed on paper allowing a greater variety of illustrations and a more modern appearance.

Even the name will be changed. As of June 18, FCW will become INTERNATIONAL BUSINESS *and Foreign Commerce Weekly.*

The new publication will cost $16 for an annual subscription, as compared with $10.50 in the past. However, because of rising costs and other factors, it would have been necessary to raise the price almost as much just to continue to bring you the present magazine.

We sincerely believe that the new publication will serve the needs of America's international traders even better than the FOREIGN COMMERCE WEEKLY of today.

A Weekly Roundup of Timely News Items Received From More Than 280 Foreign Service Posts

BRIEFS ON WORLD COMMERCE

DEPARTMENTS

Commodity News	981
Economic Conditions Abroad	983
Foreign Government Actions	989
Investment Opportunities	977
Trade Fairs, Centers	979
Transportation and Utilities	976
U.S. Government Actions	991
World Trade Leads	962

- AUSTRALIA—In first 9 months of fiscal 1961-62, exports exceeded imports by $358 million, compared with $471 million in corresponding 1960-61 period. Exports to Britain fell 18% while shipments to Common Market countries rose 22% and to Japan nearly 32%. March was 11th successive month showing favorable Australian trade balance. Foreign exchange reserves—after repayment of $175.5 million borrowed from IMF in April 1961—at end of March stood at $1.2 billion, compared with $873 million year earlier. About $300 million of increase reflects new private foreign investment.

  Bulk of country's 165,000-ton annual tin plate requirement to be supplied by new $17 million electrolytic tin plate mill of Australian Iron and Steel Pty., Ltd., at Port Kembla, New South Wales. Plant will save $11 million yearly in foreign exchange and will produce tin plate one-fifth cheaper than imported. Nearly half of plant's capacity will be used by Australian canning industry.

- BARBADOS—1961 trade picture, as compared with 1960: Imports—BWI$80.3 million, down 4%; domestic exports and re-exports—BWI$43.1 million, up 5%; imports from U.S.—BWI$12.8 million, up 15%; and domestic exports and re-exports to U.S. —BWI$1.7 million, up 28%.

  R. P. Farnsworth and Co., Inc. of New York awarded $1 million contract to build 70-bed hospital starting August.

- BELGIUM—Government removes potato price ceilings at wholesale and retail levels, limits potato exports to 10% of volume normally exported during recent years.

- BRAZIL—Ministry of Transportation and Public Works approves construction of modern port at Icoaraci (seven miles from Belem), to offer docking conditions for ocean-going vessels at all times regardless of tide. Icoaraci is connected to Belem by highway and railroad. Port of Belem expected to be reconditioned and re-equipped for continued use by river craft.

- BRITISH GUIANA—Jagan Government budget proposal concessions spurred by February riots: Total expenditures cut BWI$10.5 million, to BWI$21 million; additional revenue cut BWI$3.3 million, to BWI$7.2 million; Compulsory Savings Scheme re-named National Development Savings Scheme and cut BWI$2 million, now to yield BWI$4 million annually; and tariff concessions granted industries in compensation for rescinded tax holiday.

- CHILE—Order for $4.2 million in French communications equipment to be installed at Chilean airfields was not signed within credit extension period by the state development agency, Corporacion de Fomento de Produccion. Bids being sought from several U.S. manufacturers and French government credit has been extended.

  National airline LAN-Chile considering $11 million investment in jet airplanes.

- EEC—For 1962, European Economic Community Commission forecasts 5.5% growth in industrial production and 4.5% to 5% increase in real GNP. Trade balance deficit expected again—1961 deficit was $29 million, compared with $59 million surplus in 1960.

- GERMANY, FEDERAL REPUBLIC OF—Krupp planning construction of $30 million Philippines steel plant. Two Krupp representatives reportedly in Manila for negotiations with Philippine Government.

  Contract to construct bridge over Suez Canal near El Ferdan north of Ismailiya awarded by Egyptian Government to Krupp, according to press reports. Old bridge of El Qantar destroyed during the Suez crisis and partially repaired by the Egyptians. Funds for $5 million project to come from $56 million World Bank credit to Suez Canal Administration.

- GHANA—Government recently purchased A. G. Leventis Co. for reported $16.8 million, making newly-formed Ghana National Trading Corp. one of largest in country.

- INDIA—1965-66 (Apr.-Mar.) demand estimate for cement being raised from 15 to 18 million tons, reflecting increased construction activity and steel availabilities. 1961-62 demand placed at 9.25 million tons. Government to import marine diesel engines from Japan at cost of $630,000 for mechanization of 4,000 fishing vessels.

  Formulabs, Inc., of U.S. collaborating in new plant at Rajkot, Gujarat State, to produce 500 pounds per day of ball-pen ink starting around end of 1962.

  Production of 100,000 tons of coal yearly begun at Kalakot mine in Jammu and Kashmir State.

  Rice harvest in current crop year is 34,149,000 tons, milled basis, only 0.1% off all-time record crop of 34,198,000 tons in preceding crop year.

  Rohm & Haas Co., Phila. will have 57½% equity in $1 million joint venture with Amritlal & Co., Bombay, to produce agricultural insecticides and fungicides, chemical plasticides, and resins. New plant, in Bombay area, expected to start production by end of 1963.

- INDONESIA—Shell Oil Company under Apr. 6 agreement transfers Kawengan oilfield, Tjepu refinery and Surabaja pipeline to State Enterprise, Permigan. Shell found it uneconomic to continue operation after Government policy blocked company's Java oil explorations and Kawenga production declined.

  Government to construct caustic soda plant through credit from USSR. Soviet, Japanese, and Indonesian experts have been inspecting various sites.

- IRAQ—Economic Planning Board has awarded tender for first stage of electrical appliance factory, one of projects listed under 1959 Iraqi-Soviet Economic Assistance Agreement.

- ISRAEL—Citrus Marketing Board expects 1962 citrus season to reach 8.7 million crates valued at $44 million, compared with 8.1 million crates valued at $42.2 million in 1961. Board anticipates record year in 1963, with exports totaling 12 million crates.

  Government reduces excise duty on locally manufactured tobacco products, to compensate for higher costs of imported raw materials after recent devaluation. Move forestalls any increase in retail prices. Loss in fiscal revenue estimated at $0.9 million.

  Russian diamond delegation reported coming soon to study technical problems of diamond processing, particularly industrial diamonds.

- ITALY—Cottonseed imported for sowing (t.n. 12.01-G-IV-a) to be admitted duty-free in 1962 within 600-metric-ton quota.

  Soya oil quota of $550,000, established in Jan. for U.S. and other dollar-area countries, opened also to Israel effective Apr. 14.

  Motor vehicle imports (t.n. 87.02) and special purpose vehicles (87.03) from Sweden subject to same "automatic licensing" arrangement extended in Jan. to Common Market countries, U.S., Canada and U.K. Import licenses automatically granted upon request.

- JAMAICA—No major program changes planned in fiscal 1962–63 by incoming Bustamante Government. At opening of spring legislative session, Governor says administration plans thorough studies of housing, education, agriculture and other areas.
- JAPAN—Preliminary Apr. figures show exports valued at $347.8 million and imports $480 million, decreases of $58.7 million and $52.8 million from revised figures for previous month.
- JORDAN—According to Income Tax Department, income tax revenues during Jordan fiscal year ended Mar. 31, 1962, amounted to $2,828,000, $252,000 increase over previous fiscal year.
- MEXICO—Government lifts economic sanctions against Dominican Republic, with export and re-export of petroleum, petroleum derivatives, and trucks and replacement parts again permitted. Action, effective Apr. 24, is in accord with OAS resolution at 6th Reunion of Ministers of Foreign Relations.
- NEPAL—New U.S. aid level for fiscal 1962 announced in Apr. includes dollar component of $3.6 million plus $11.2 million equivalent in Nepalese rupees, highest in any single year since program began 10 years ago. Projects are in education and training, government management, transportation, financial institutions, and forestry and forest products development.

  Preliminary census results place June 1961 population at 9,753,378, annual increase of 1.6 percent since 1954.

  Licenses for $3.9 million equivalent in imports from non-Indian sources and export licenses totaling $1.3 million equivalent, mostly for raw jute, issued by Government since July 1, 1961.
- NIGERIA—Banking law amendment raising minimum working capital requirement from $35,000 to $700,000 is before Parliament. Minimum to be deposited with Central Bank before license for operation granted.

  African Universities Press, Ltd., $70,000 publishing house, is launched in Lagos. Plant will concentrate on books for primary and secondary schools.
- NORWAY—Foreign Minister, in letter to EEC Council President, requests negotiations on terms for affiliation with European Economic Community.
- PAKISTAN—Government re-emphasizes last year's (May 11, 1961) decision reducing amount of Pakistan currency passengers could bring into country from $1,050 to $16.80 per person and banning importation of $21 notes.

  Economic Committee of Cabinet approves scheme for rehabilitation and expansion of Pakistan Western Railway workshops at estimated $2.4 million cost, including $1.3 million foreign exchange expenditures. This is part of Pakistan's Second 5-Year Plan (1961–65), calling for $136.5-million expenditure to develop and improve the Railway.
- PERU—Another fertilizer plant for Cuzco is authorized by Minister of Development. Established under German auspices, plant reportedly represents $1.0 million investment and will produce 60,000 tons per day.

  Rayon Peruana, S.A., to produce sulphuric, hydrochloric and nitric acids under license from J. F. Baker Chemical Co. of new Jersey. Company states it will supply all of Peru's requirements for these products.

  Pinturas Vincedor, S. A. (W. R. Grace–Glidden Paint Co.), has begun production of special marine paints under license from Glidden Paint Co. Local marine paints production expected to close market for imports.
- PHILIPPINES—Supreme Court is asked to clear up question of duties applicable to impounded U.S. tobacco ordered released under court's Apr. 18 decision. Government and Agro-Industrial Products, Inc., have reached agreement in principle but customs bureau says higher 1962 duties must be paid while importer says lower 1961 rate applies.

- SOMALIA—Preferential tariffs on imported goods have been abolished in an action primarily directed at Northern Region (formerly British Somaliland), where Commonwealth preference system in effect since July 1960 despite abolition of British Protectorate on that date.
- SOMALI REPUBLIC—Somali Gulf Oil Company granted Government concession of 128,000 square kilometers in Upper and Lower Giuba regions and part of Benadir region.
- SPAIN—Centrales Nucleares, S. A. (CENUSA), applies to Spanish Government for installation of 250,000-kilowatt nuclear electric-power generating plant to be called "Sevilla-Guadalquivir" and located at Lebrija (Sevilla Province). Almost 50% of $54 million investment would be in foreign currency for purchase of imported equipment. CENUSA reportedly plans to install another 250,000-kilowatt nuclear power plant on Tagus River. Third nuclear power plant to be installed by Centrales Nucleares del Norte de Espana, S.A. (NUCLENOR), on Ebro River with two 300,000-kilowatt units.
- UNITED ARAB REPUBLIC (EGYPT)—Government reportedly allocates $14.3 million to encourage and develop village industries requiring capital, technical aid.

  Ministry of Supply announces $2.8 million appropriation for Egyptian General Mills and Bakeries Organization to establish 40 large bakeries in Cairo to produce improved bread under modern technological and hygenic methods. Project to begin next July and take 3 years.

  A 5-year agreement to supply U.A.R. programs for Lebanese Television Company signed on Apr. 22. Programs to cost 250,000 pounds sterling.

  Apr. 16 final estimate indicates 1961 cotton crop totaled 664,938,993 lbs. compared to 947,294,390 lbs. in 1960. Government allocates 2,031,936 acres for cotton planting in 1962 compared with 1,977,459 acres in 1961. Increased acreage in 1962 was allocated to high-yielding varieties.
- UNITED KINGDOM—Amoco International, S.A., Standard Oil Co. (Indiana) subsidiary, has made a £1,125,000 cash offer for British company, Vigzol Oil. Offer, recommended to shareholders by Vigzol board, follows Standard Indiana's registration of Crown Oils as British subsidiary.

  Imperial Chemical Industries, Ltd. (I.C.I.), announces plans to build factories costing $42,000,000 to $56,000,000 at site near Manchester for production, packaging and distribution of pharmaceutical products.
- URUGUAY—Government's 1962 158.3-million peso Agricultural Investment Program, passed by Congress, is before National Council of Government for promulgation. It provides; (1) 30 million pesos for fertilizer subsidization, (2) 20 million pesos for local expenses of FAO/IBRD $7 million Livestock Improvement Plan, and (3) 18.5 million pesos for combatting animal diseases.

  Agricultural producers' cooperative, FENACOA, reportedly approves negotiation of modified barter agreements with Czechoslovakia and Spain. Its members would sell agricultural produce to these countries and would purchase in return industrial items to at least 70% of their sales.

  Supplementary U.S.-Uruguay Agricultural Commodities Agreement, signed Apr. 27, provides for $1.9 million of tobacco plus $100,000 for ocean transportation, totaling $2 million. Local press stresses that 50% of purchase value under this agreement will be available to Uruguayan Government for economic development projects.

  UTE, Uruguay's telephone and electric power monopoly, on May 4 opened bids for installation of microwave communications system linking Uruguayan cities with Buenos Aires. Eight companies, including U.S. firms, presented offers. Simultaneously, bids submitted to Argentine Telephone Co., which will implement part of project. New equipment to replace inadequate circuits now in use. Completion of first phase to make possible 120 simultaneous communications. System eventually to have capacity of 600 communications.

Penicillin, Batteries, Paper, Pipes, Generators, Cast Iron Sought Abroad

SEVERAL foreign governments, through their authorized procurement agencies, invite U.S. suppliers to bid on a wide variety of goods. Bidding instructions, specifications, and other pertinent data are available on items indicated by a star (★).

Material may be borrowed from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-2381. When requesting information, state date of magazine in which bid invitation was announced, as well as item, tender number, purchasing agency, and country.

Australia

Radio-telephone control terminal equipment, schedule C.8944; July 12. Controller, Stores & Contracts, Postmaster General's Dept., 114 Russell St., Melbourne, C.1.★

Ceylon

Ammonium sulfate, 2,000 long tons; **muriate of potash,** 1,000 long tons; **ground rock phosphate,** 1,000 long tons; **urea,** 500 long tons; Aug. 3. Chairman, Tender Board, Ministry of Agriculture, Lands, Irrigation & Power, P.O. Box 500, Colombo, Ceylon.★

Ecuador

Electric panels, boards, lamps, telephone switchboard, fire alarm system, time system; June 19. Specs. available from Humberto Toscano, Secretario de la Escuela Politécnica Nacional, Calle Gandara 194, Quito.

El Salvador

Paper, 100 reams; tender 83(62), May 30. Oficinas de esta Proveeduria, Ave. España 613, San Salvador. Specs. in Spanish.★

Greece

Penicillin, 300,000 vials of 200,000 units; June 9. State Purchases Directorate B, 50 Socratous St., Athens.★

6.6 kv. single core paper **cables,** 7,000 m., estimated value $32,000; June 15. Public Power Corp., Athens-Piraeus Div., 4 Korai St., Athens.★

Synthetic rubber insulated **cables** for L.T. services, 477,000 m., estimated value $220,000; June 19. Public Power Corp., Athens-Piraeus Div., 4 Korai St., Athens.★

Wireless stations, 14, June 5; **teletype machines,** 8, June 7; **fluorescent electric bulbs,** various, 1,200, June 9; **cast iron,** 250,000 kg., June 12; **trucks,** 13, June 12. State Purchases Directorate B, Ministry of Commerce, 50 Socratous St., Athens.★

India

Coaxial line equipments; tender 6-13/62 NA, June 15. Director General of Posts & Telegraphs, Ministry of Transport & Communications, Government of India, Parliament St., New Delhi.★

Iran

Batteries, 1,000, special ordnance type, 2H N, 12 v., 11 plates, 45 ampar, 230 x 135 x 260 mm., dry charge; June 30. Ordnance Department IIA, Imperial Iranian Army, Tehran.★

Aniline printing inks, 2,570 kg.; June 21. Sugar Administration, Ministry of Finance, Tehran.★

Iraq

Laboratory furniture, including sinks, benches, chairs, tables for balances and microscopes, cabinets, shelves, desks; May 28. Director of Contracts & Purchases, Ministry of Defense, Baghdad.★

Paper, various types, over 330,000 reams; **file folders, leatherboards;** July 1. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★

Fluorescent lighting fixtures, 10,000; June 24. President for Central Foreign Purchase Committee, Ministry of Finance, Baghdad.★

Mozambique

Supply, installation of complete **electrical system** for DETA Airways workshops and hangars, estimated cost over $68,000; July 2. Specs. available for $17.22 (500 escudos) from DETA Airways, Ave. General Machado 2, Lourenço Marques.★

New Zealand

Diodes (semiconductor), **transistors;** tender M1528, June 12. Stores Manager, N.Z.B.C., P.O. Box 98, Wellington.★

Nigeria

Transmission lines, 320 rules, single circuit duplex, 0.35 sq. in. cu. eq. ACSR conductor, contract 1033/141; **transmission lines,** 65 miles, double circuit 0.25 sq. in. cu. eq. ACSR conductor, contract 1033/142; Aug. 22. Tender documents available on written application for $56 (£20) or $42 (£15) respectively from Resident Engineer, Electricity Corp. of Nigeria, John Adam St., London W.C.2.

Alternator sets, 4, No. 450/550 kw., diesel-driven, skid-mounted, semiportable; May 31. Tender forms and specifications available for $70 (WA£25) from Secretary, Electricity Corp. of Nigeria Headquarters, Private Mail Bag 2030, 13 Broad St., Lagos, Nigeria.★

Pakistan

Total of 120 gravity roller **conveyors** complete with hooks and bolt attachments, 120 adjustable stands, 18-24 in. in height, for use with gravity conveyors; tender 647/DS/S-Den/61-62, June 4. Stores Directorate, Electricity (Operation Branch), West Pakistan Water & Power Development Authority, Lahore.★

Vacuum brake metallic fittings; tender PIC/4A/2-62, June 7. Chief Controller of Purchase, Pakistan Western Railway, Empress Rd., Lahore.★

Mild steel galvanized pipes, 50,000 Rft, P5/EVB/26/59, June 4; **M.I. or M.S. galvanized pipes,** various 32,300 Rft., P6/FI/21/60, May 31; **H.T. switch panels,** 2, **L.T. switch panels,** 13, P3/HA/29/62, June 4.

Motor generators, 4, P3/HA/34/62, June 2; **axles,** steel, engine driving **crank,** 8, P6/A1/BG/24/61/ACST/ATW, May 31; **diesel generating sets,** 2, P-188/61, May 30; **transformers,** 21, P-Pool/13-14, May 31; **power cables,** 74 miles P-CABLES/62, June 1. Chief Controller of Stores, Pakistan Eastern Railway, Pahartali, Chittagong.★

Tinned copper fuse wire of different a., 650 lb.; **lead fuse wire** of different a.; tender 644/DS/177/Z-XIX/61-62, May 29. Stores Directorate, Electricity (Operation Branch), West Pakistan Water & Power Development Authority, Lahore.★

Shipment of **diesel electric locomotives** and **railroad cars** from New York, Glasgow, and Bremen/Hamburg to Karachi and Chittagong; May 25. Ministry of Railways and Communications, Government of Pakistan (Railway Board), Rawalpindi.★

Short Bid Deadlines

Notice of opportunities to bid are published as soon as possible after they are received; the deadlines, however, frequently are short. U.S. firms desiring to compete on short deadline bids may wish to cable the contracting office and request an extension.

Some importers abroad will accept cable bids, if cable states price and that a formal bid has been air mailed. Sending tenders by air rather than regular mail may ensure being on time.

Information on bids, even though the bidding periods are short, has proved useful to many U.S. firms interested in subcontracts or in planning future sales development.

Bentonite clay in powder form, 360 tons; tender P-5/93/1-1962, June 2. Chief Controller of Purchase, Pakistan Western Railway, Lahore.★

Radiosonde balloons, 69,000 various sizes, colors; tender Eng-II/3/666139/62, June 7.

Surveyors' instruments, supplies, including transit, extension-leg tripod, 4-bevel engineers' scales, dial compasses, field equipment (camp), barometers, sleeping bags; tender Eng-II/3/66074/62, June 12.

Department of Supply & Development, Ministry of Industries, Government of Pakistan, Karachi.★

Thermometers, 290 registering 32°-150°, 10 registering 0°-150° F.; tender 648/DS/D-II/104, June 4. Stores Directorate, Electricity (Operation Branch), West Pakistan Water & Power Development Authority (WAPDA), Gardi Trust Bldg., Old Anarkali, Lahore.★

Taiwan

One metric ton **steel boiler plate,** 12 M/M x 7 ft. 1 x 5 ft., AAR-M-115-47 grade B or approved equal; 3.62 metric tons (20 pieces) **checkered steel plate,** 4.5 M/M x 5 ft. x 10 ft., AAR-M-116-49 grade B or equal; tender GFA-11937R, June 11.

Seamless carbon pipes, 300 ft. each, 40; 8 and 10 in. nominal **pipe,** ASTM A53 grade A; **seamless carbon pipes,** 250 ft., 80; 10 in. nominal **pipe,** extra strong, ASTM A106 grade B, plain ends; catalogs to be furnished; tender GFA-12509, June 8.

Electronic vacuum tubes, 1,488, content 6BA6, 6AU6, 6AL5, 6BH6, 12BE6, 12AU7, 6BE6, 25L6, 12AL5; **voltage regulator tubes,** 36, Westinghouse type NE-42; **protection lamps,** 24, 2 w. 115 v., Westinghouse type S-14; tender GFD-12343 (F), June 2.

Equipment for water supply system and sewage treatment plant; tender GF3E12387, June 11.

Purchasing Dept., Central Trust of China, 68 Yen Ping Nan Rd., Taipei.★

Trinidad

Valves, governors, actuators, pressure relief valves, pig traps, pigs; Aug. 16. Tender documents available for $5.60 (£2) from Howard Humphreys & Sons, Epsom, Surrey, England.★

Electricity meters, equipment; tender 378-389, July 9. Trinidad & Tobago Electricity Commission, Government of Trinidad & Tobago, 63 Frederick St., Port of Spain, Trinidad, W.I.★

Uruguay

Supply of **crude oil,** 150,000 cu. m. annually for 4 years, technical assistance, and warehouse for asphalt; tender 4830/62, July 12. Administracion Nacional de Combustibiles, Alcohol y Portland, Casilla de Correo 1090, Montevideo.★

Machinery Trade Mission to Germany Rounds Up Prospects for Exporters

A U.S. Machinery Trade Mission has been visiting various German cities since the middle of April.

A partial listing of export, agency, and import trade opportunities developed by this mission are presented below; the remainder will be published in subsequent issues of FCW.

Where no WTD report is indicated, the company or individual is reported to be of good repute, and a report is being prepared.

A star (★) indicates that additional information is available on a loan basis from the International Activities Staff, Attention E. Craig Wilton, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.

Export

209 Miscellaneous Food

Popcorn in kernel form for consumption, industrial packaging; raw, unflavored corn curls, large quantities, to be processed in Germany. Werner Glaser, 37 Max-Bock-Strasse, Frankfurt/Main.

262 Paper Mill, Except Building Paper Mill Products

Solid bleach sulfate boxboard in roll form, white, unprinted, 60 tons per month. Blendax-Werke, Obere Austrasse, Mainz.

281 Industrial Chemicals

Chemicals for rubber, plastics industries. Otto Herr, 1 Theaterstrasse, Hanover. WTD 9/13/61.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Chemicals for rubber, plastics industries. Otto Herr, 1 Theaterstrasse, Hanover. WTD 9/13/61.

Vinyl plastics, finished and sheets for clothing, household items. Guenther Ruegenberg, 12 Georgstrasse, Hanover.

317 Handbags, Other Personal Leather Goods

Ladies plastic handbags. WIFA Handelsgesellschaft mbH, 50 Essener Strasse, Muelheim-Ruhr.

351 Engines, Turbines

Diesel engines, 10-1,300 h.p. Hans Rohan, 1 Kattrepelsbruecke, Hamburg 1.

353 Construction, Mining, Materials Handling Machinery, Equipment

Self-propelled, heavy earth-moving, construction equipment. Waggonfabrik A.G., Rastatt (Baden), Werkstrasse 2.

354 Metalworking Machinery, Equipment

Novelty type of new specialty machine tools for iron, steel, nonferrous metal industries. E. A. Brandt & Co., 27-29 Wachstrasse, Bremen.

Machine tools, technical assistance to mass produce commutaters for small a.c.-d.c. motor industry. Funkton, 32 Jurastrasse, Stuttgart-Vaihingen.

Large pressure extruder for production of corn curls. Werner Glaser, 37 Max-Bock-Strasse, Frankfurt/Main.

Portable air tools. Dr. Korthaus, Dantestrasse 5, Frankfurt/Main.

Precision turrent lathes, possibly tape controlled. Ernst Leitz GmbH, Wetzlar. WTD 12/28/61.

355 Special Industry Machinery, Except Metalworking Machinery

Metal tube filler. Blendax-Werke, Mainz, Ober Austrasse.

High-speed rigid, semirigid plastic forming, filling, closing, decorating container machinery. Fickert Spezialmaschinen GmbH, 13 Rheinstrasse, Frankfurt/Main. WTD 8/7/61.★

Typesetting machines, 1 or 2, with fonts of German mats; 1 proof press. Fuerst & Sohn, 9 Haupstrasse, Berlin-Schoeneberg.

Woodworking, hand-power, small power tools for building. O. J. Keller, 7 Brauhofstrasse, Berlin-Charlottenberg.★

Labeling, filling (dry and liquid), cartoning equipment for food, beverage industries. Adolf Rogler, 28 Holzdamm, Hamburg 1.

Service bag clipping machines, carton taping machines. Maschinenfabrik Spang & Brands, Oberursel/Taunus.★

Machinery to produce, fill, seal, offset print plastic tubes. Verpackungstechnik GmbH, Eschborn bei Frankfurt/Main. WTD 1/3/57.

356 General Industrial Machinery, Equipment

Machine to bundle toothpaste cartons. Blendax-Werke, Obere Austrasse, Mainz.★

High-speed rigid, semirigid plastic forming, filling, closing, decorating container machinery. Fickert Spezialmaschinen GmbH, 13 Rheinstrasse, Frankfurt/Main. WTD 8/7/61.★

Specialized packaging machinery.

Ernst Hesse, 325 Grafenberger Allee, Duesseldorf. WTD 9/26/61.

Labeling, filling (dry and liquid), cartoning equipment for chemical industry. Adolf Rogler, 28 Holzdamm, Hamburg 1.

Semiautomatic box wrapping machines, Firma Theodor Seuffert, Schaeferstrasse 8, Offenbach/Main.★

357 Office, Computing, Accounting Machines

Computers, electronic desk calculators, punched tape devices. Alfred Maier-Bueroorganisationsmaschinen, Parkring 47, Mannheim.

358 Service Industry Machines

Egg vending machines. Dr. Ernst Laves, Kronsbergerstrasse, Hanover-Laatzen. WTD 4/14/61.

367 Electronic Components, Accessories

Vacuum tube cathode ray coating measuring equipment. Telefunken GmbH, 100 Soeflinger Strasse, Ulm (Donau). WTD 8/14/61.

371 Motor Vehicle Parts, Accessories

Track parts for various model military tanks. For specifications write BIBO, U.S. Department of Commerce, Washington 25, D.C. WTD 1/62.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Numerical control systems for jig boring, machine tools. Herbert Lindner Werkzeugmaschinen, 8 Luebarstrasse, Berlin-Wittenau.

Vacuum tube coating measuring equipment. Telefunken GmbH, 100 Soeflinger Strasse, Ulm (Donau). WTD 8/14/61.

384 Surgical, Medical, Dental Instruments, Supplies

Plastic safety gloves, helmets. Lang & Lang, 6 Seilerstrasse, Frankfurt.

Agency

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

Prefabricated houses. Wohn-Bau-Kontor GmbH, 15 Beethovenstrasse, Merzig-Saar.

281 Industrial Inorganic, Organic Chemicals

Chemicals for rubber industry. Otto Herr, 1 Theaterstr., Hanover. WTD 9/13/61.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers, Except Glass

Plastic products for building industry, partitions, roofing, polyester products. August Winkelhoff K.G. 27 Osterstrasse, Hildesheim.

2 NATO Projects in Italy Invite Bids on Radio Links

Two new projects in Italy have been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The first project calls for a radio link between Birgi airfield and amplifying center at Trapani.

The second project calls for a radio link between Capodichino airfield and Rita Center of Naples.

Eligible firms interested in bidding should submit their applications, on a prescribed form, to Ministero Difesa-Aeronautica, Ispettorato Telecomunicazioni ed A.V., Ufficio NATO-UEO, Viale Castro Pretorio, Rome, before July 10, quoting ref. 9967 for the first project and ref. 9968 for the second project.

Prescribed forms are available on request from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Applications should include information on qualifications.

U.S. firms not already certified to participate in NATO work should send a résumé of their qualifications to the Business Services Division, as described in the brochure on the NATO international competitive bidding program, available from that Division.

Chemicals for plastics industry. Otto Herr, 1 Theaterstr., Hanover. WTD 9/13/61.

287 Agricultural Chemicals

Herbicides. F. Schacht K.G., P.O. Box 62, Braunschweig.

307 Miscellaneous Plastics Products

Plastics handbags for women. WIFA Handelsgesellschaft mbH, 50 Essener Strasse, Muelheim-Ruhr.

322 Glass, Glassware, Pressed, Blown

Special glass products for building industry: Insulating glass plates, bricks, partitions. August Winkelhoff K.G., 27 Osterstrasse, Hildesheim.

342 Cutlery, Handtools, General Hardware

Handtools for home use. Oskar Frenzel, Unterer Markt, Neunkirchen/Saar.

344 Fabricated Structural Metal Products

Aluminum window frames, panels, construction elements. Hans Th. Leiber, Grueneplan ueber Alfeld (Leine).

Units for building industry. Willfried Stephan, Albrecht Str., 7-62 Wiesbaden. WTD 5/17/61.

Prefabricated houses. Wohn-Bau-Kontor GmbH, 15 Beethovenstrasse, Merzig-Saar.

349 Miscellaneous Fabricated Metal Products

Pipe, pipe fittings; diam. 12 in. and larger. Roehren Und Schweisswerk Gebr. Fuchs, 42 Langenauer Strasse, Buschhuetten Kreis Siegen. WTD 6/1/59.

Titanium, stainless-steel sheets, tubes, extrusions. Alfred Szymanski, 7 Kondorstrasse, Munich.

351 Engines, Turbines

Diesel engines, 10-1,300 hp. Hans Rohan, 1 Kattrepelsbruecke, Hamburg 1.

353 Construction, Mining, Materials Handling Machinery, Equipment

Hydraulic machinery. Willfried Stephan, Albrecht Str., 7-62 Wiesbaden. WTD 5/17/61.

Heavy roadbuilding machinery. Maschinenfabrik Buckau R. Wolf A.G., Werftstrasse 214-16, Kiel. WTD 10/6/60.

Earthmoving, construction machinery. WIFA, Handelsgessellschaft MbH, 50 Essener Strasse, Muelheim-Ruhr.

Earthmoving machinery. Lehnert, Wellensick 167, Bielefeld.

Self-propelled, heavy earthmoving, construction equipment. Waggonfabrik A.G., Rastatt (Baden), Werkstrasse 2.

354 Metalworking Machinery, Equipment

Metalworking tools. Theodor Tilemann KG, Brunnenstrasse 10, Gevelsberg. WTD 4/14/60.

Machine tools. Willfried Stephan, Albrecht Str., 7-62 Wiesbaden. WTD 5/17/61.

Gear machinery, automatic bar machines, centerless grinders, internal grinders. MATRA-WERKE GmbH, Frankfurt/Main. WTD 6/13/61.

Centerless grinder, spring winder, tube bender. Wadewitz, Rudolfshof, Lauf (Pegnitz).

Precision machine tools for optical, camera, instrument, electrical, electronic industries. Thielicke & Co., Karlsruhe, Ettlinger Landstrasse.

Machine tools, welding equipment, couplings, gears; Ing. Josef Bauer, Joergerstrasse 30, Vienna XVII, Austria. WTD 1/4/62.

New type, special novelty machine tools for iron, steel metal industries. E.A. Brandt & Co., 27-29 Wachtstrasse, Bremen.

355 Special Industry Machinery, Except Metalworking Machinery

Food canning equipment, supplies. Manfred Lamar, 13 Vaubanstrasse, Saarlouis.

Offset presses, web-sheet-fed; offset equipment, new printing equipment. Al-

fred Necke, 5-A Konrad-Haenisch Strasse, Hanover Ricklingen. WTD 3/15/61.

Textile machinery. Karl Arnold, P.O. Box 164, Bad Nauheim.

Flour, bakery equipment. Stephan Kastenmueller, 1 Fallstrasse, Munich.

Service bag clipping machines, carton taping machines. Maschinenfabrik Spang & Brands, Oberursel/Taunus.

Labeling, filling (dry and liquid), cartoning equipment for food, beverage industries. Adolf Rogler, 28 Holzdamm, Hamburg 1.

Hand power tools, small power tools for woodworking, building. O. J. Keller, 7 Brauhofstrasse, Berlin-Charlottenburg.

356 General Industrial Machinery, Equipment

Industrial dust collecting, packaging machinery. Maschinenfabrik, Buckau R. Wolf A.G., Werftstrasse 214-16, Kiel. WTD 10/6/60.

Labeling, filling (dry and liquid), cartoning equipment for chemical industry. Adolf Rogler, 28 Holzdamm, Hamburg 1.

Specialized packaging machinery. Ernst Hesse, 325 Grafenberger Allee, Duesseldorf. WTD 9/26/61.

357 Office, Computing, Accounting Machines

Cash register, bookkeeping, accounting machines, recorders, scales. Kontrolltechnik, 52 Agusta-Anlage, Mannheim.

Office equipment, including small desk accessories. Heinrich Schmitz, 56 Neue Mainzer Str., Frankfurt/Main.

Electronic data-processing machinery, related devices for punched-card operations. George Heime, Smaragdweg 1, Stuttgart N.

358 Service Industry Machines

Vending machines. Kontrolltechnik, 52 Agusta-Anlage, Mannheim.

Refrigerator units of fractional hp. size. Firma Gottwald, 31 Jakobistrasse, Frankfurt.

Water treatment equipment. Klaus Gagzow, 47 Suente Rendelstr., Riesenbeck.

361 Electric Transmission, Distribution Equipment

High-low-tension construction elements (electrical switches, relays, related equipment). Dr. H. A. Becker, Hamburg 11, Deichstr. 48/50.

363 Household Appliances

Electrohousehold appliances; assembly, sales, service. Elektromechanische Werkstaette Hegedues, 13 Hernstroferstrasse, Vienna XIV, Austria.

(Continued on page 975)

Bid Invitations on
DEVELOPMENT LOAN FINANCED PURCHASES

Lending functions of Development Loan Fund transferred to AGENCY FOR INTERNATIONAL DEVELOPMENT (AID) U.S. Department of State

Foreign borrowers under U.S. Development Loans invite tenders, either directly or through their authorized agents, covering loan financed purchases.

Supplementary information, as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.

India

Steel rails, 115,000 tons of 52 kg./m. (105-lb./yd.), tender no. S. 21, June 4, $1.05 each tender.

Plates, sheets, 13,820 m./tons, tender no. S-22, June 14; **plates,** 19,700 m./tons, tender S-23, June 18; **flats, rounds, squares, slabs, billets, blooms,** 5,000 m./tons, tender S-24, June 20. Price, $2.10 each tender.

Billets, rolled fishplates, 21,000 m./tons, tender S-25, June 15, $1.68 per tender.

Sleeper bars, 15,600 l./tons, tender S-26, bid deadline June 27, price of tender $1.05. **U.S. source.** Deputy Director, Railway Stores (Steel), Railway Board, Ministry of Railways, New Delhi. Tender documents may be purchased from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C. Price of tenders not refundable.

Special 48 in. Universal **brakes,** floor model, complete with standard equipment, radius fingers, clamps, extensions, 2 pieces, complete; **angle iron bender 51,** 5 pieces, complete. Loan 157; **U.S. source.** Ref. 41(148)/62-AID-II. IL#EI/GL/MTC/14/DLF/361. June 8. Maneklal & Sons, 115/16, Narayan Dhuru St., Bombay 3.

Automatic combination submerged **arc welding plants,** preferably with HF rectifier welding power sources, with all possible attachments and accessories for rebuilding of track links, track rollers, idlers, grousers, of crawler equipment; fully tropicalized; power supply available 400/40 v., 3 ph., 50 c., a.c.; track roller and idler attachments designed to facilitate conversion to complete independent unit with minimum additions to machine; also should have automatic stepover adjustment, essential spare parts for 2 years, suitable weld wires and flux compositions. Loan 157; **U.S. source.** Ref. 41(730)/61-AID.II. IL#99-1089/DLF.157. June 14. Voltas, Ltd., Construction Equipment Div., Chinchpokli Rd., Bombay 33.

¾ in. capacity **flanging machine** for flanging flatheads only from 28 in.-20 ft.; to be equipped with 2 upper flathead rolls with ⅜ in. and 1 in. knuckle radius; pneumatic center **holddown;** 2-speed **gear box,** together with motor, controls, dished head attachments, **dished head rolls,** 3½, 4½, 5¾, 7, 8 in. knuckle radius, 1 each; motorized **carriage screw.** Loan 157; **U.S. source.** Ref. 41(593)/61-AID.II. June 14. Larsen & Toubro, Ltd., Bombay 1.

Israel

Burgess, or equal, **carbon rods,** 0.120 x 2.125 in., about 400,000 pieces; 0.120 x 1.843 in., about 280,000 pieces; 0.120 x 1.375 in., about 270,000 pieces; 0.120 x 1.020 in., about 400,000 pieces. Subauthorization 790/1/315.

Tel instrument, or equal, Type 2303-A, **monoscope** equipped with power supply; Type 2204-AE monochrome **synchronizing generator,** without cabinet; Type 2113-AE 12 channel **TV transmitter.** Subauthorization 790/1/341.

Above items for loan 214; **U.S. source.** June 4. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y. Attention: N. Nisen, where additional information may be obtained. Tenders should refer to S/A number and be prepared on the basis of f.a.s., U.S. port of exit. Delivery desired by Sept. 1962. Prices should be itemized and show both trade and cash discounts. Suppliers may devise their own forms, in duplicate, for submitting tender to buyer.

Pakistan

G.P. sheets B.W.G., 30 and 31 gage, 34 x 3 x 6 ft., 1.25 oz. zinc coating; **G.I. wire,** soft, full length coil, B.W.G., 18, 20, 22, 24 gage; steel wire, B.W.G., 11, 12, 13, 14, 15 gage. Loan 7; limited **U.S. source.** Credit amount, $15,750. S/A RM 038043. June 1. Emran Metal Industries, 876 Asadganj Rd., Chittagong. Cable address: KABIBROS, Chittagong.

Steel sheets, galvanized, plain, basic open hearth and electrolytic zinc coating 2 oz. per sq. ft., super both sides,

sizes 3 x 8 ft., 26, 28, and 30 gage. U.S. value, $6,300, $2,730, $2,730 respectively. Loan 7; limited **U.S. source.** Credit amount, $11,760. S/A RM 024851. June 2. Bombay Metal Corp., outside Eminabadi Gate, Gujranwala. Cable address: EAGLE, Gujranwala (West Pakistan).

M.S. plates, 8 x 4 ft. x 8 in.; HRCA **M.S. sheets,** 8 x 3 ft. x 12 gage; CRCA **M.S. sheets,** 8 x 3 ft. x 18 gage; **M.S. sections.** Loan 7; limited **U.S. source.** Credit amount, $21,000. S/A RM 024710. June 2. Steel Window Manufacturing Co., 21 G.P. Block, Model Town, Bahawalpur. Cable address: WINDOWS, Bahawalpur.★

Galvanized sheets, commercial quality, U.S. gage 24, 26, 28, and 30, total 31 long tons; CRCA **black sheets,** commercial quality, size 8 x 3 ft., gage 18, 7 tons; **G.I. wire,** BW gage 10, 12, 14, 16, 15 tons. Loan 7; limited **U.S. source.** Credit amount, $9,450. S/A RM 031754. June 4. Zoaibi Industries, Old Market, Karachi.

Machine cast malleable **pig iron,** silicon 2.76/3%, sulphur .05 max., phosphorus .20 max., manganese 1/1.25%, carbon 3.80/3190; machine cast foundry **pig iron,** silicon 2.76/3.25%, sulfur .05 max., phosphorus .40/.60%, manganese .50/1.00%, carbon 3.70/3.90. Loan 7; limited **U.S. source.** Credit amount, $13,-881. S/A RM 031671. June 4. Modern Engineering Corp., D/78 Sind Industrial Trading Estate, Karachi.

Mild steel plates, sheets, HRCA in either Thomas commercial quality or by the Siemens Martin open hearth basic steel process, carbon .33% max., 8 ft. x 4 x ¼ in. thick, 5 tons; **mild steel sheets,** HRCA, same quality, 8 x 4 ft. x 10 SWG, ⅛ in. thick, 5 tons; **mild steel sheets,** CRCA, same quality, 8 x 4 ft. x 14 SWG, .08 in. thick, 5 tons; black **mild steel flat bars** in normal lengths 12-18 ft., 3 x ½ in., 2 tons; black **mild steel flat bars** 1.¼ x ¼ in. in 12 ft., 10 in. lengths (minus 0 + 2 in), 2 tons; **bright drawn square steel,** square edges, greased and bundled, lengths 12-18 ft., 1 in. sq., 2 tons; bright drawn hexagon bright **mild steel bar** ⅝ in. Whitworth, 2 tons; bright drawn round **mild steel,** greased and bundled, 12-18 ft. lengths 3, 1½, 1, ⅞, ¾, ½ in. diam., 2 tons of each diam.; black **mild steel rods** in normal lengths, 1½, 1¼ in. diam., 2 tons each; **angle iron** 2 x 1½ x ¼ in., ⅝ x ⅝ x ⅛ in., 2 tons each; **special steels,** cold rolled or drawn, ¾ in. diam. rod in normal lengths equivalent to British spec. EN-1A free cutting, carbon 0.07/0.15, silicon 0.10, manganese 0.80/1.20, sulfur 0.2/0.3, phosphorus 0.07 max., 1 ton; cold drawn 1.⅛ in. diam. **rod** equivalent to British spec. EN 3B, carbon 0.15/0.25, silicon 0.35 max., manganese 1.0 max., sulfur and phosphorous below 0.06%. All above for Loan 7; limited **U.S. source.** Credit amount, $7,560. S/A RM 032463. June 4. Johnson & Phillips, Ltd., Sind Industrial Trading Estate, Karachi.

Machine cast foundry **pig iron,** silicon 3.00/3.50%, sulfur .035% max., phosphorus .40/.50%, manganese .50/1.00%, carbon 3.50/3.90%. Loan 7; limited **U.S. source.** Credit amount, $19,-110. S/A RM 031674. June 4. Qadri Bros. Foundry & Workshop, Lawrence Rd., near Shoe Market, Karachi.

Air conditioners, industrial, water cooled, designed for 400/40 v., 3 ph., 50 c., a.c., 4.38 tons and 6.55 tons. Loan 7; limited **U.S. source.** Credit amount, $10,500. S/A RM 025887. June 4. Greaves Crompton Parkinson, Ltd., 1 West Wharf Rd., Karachi.

Mild steel CRCA sheets, size 8 x 3 ft., gages 12, 14, 16, 18, 20, 22 BG; **mild steel galvanized iron wire,** bright, soft, gages 4, 5, 6, 8, 10, 12 BWG. Loan 7; limited **U.S. source.** Credit amount, $24,472. S/A RM 031712. June 4. Rehman Hardware Industries, Marriot Rd., Karachi.

Billets, size 2 x 2 in, 2½ x 2½ in., 3 x 3 in. in standard lengths, according to U.S. spec. SAE 1020, equivalent to B.S.S. 15. Each billet to be stamped/marked with respective heat number. Loan 7; limited **U.S. source.** Credit amount, $135,-450. S/A RM 038076. June 4. Sultan Mowjee Steel Industries, Ltd., Dost Bldg., Chittagong. Cable address: CASTINGS, Chittagong.

G.P. sheets, prime quality, 1.25 zinc coating, 30-31 gage, 3 x 6 ft. Loan 7; limited **U.S. source.** Credit amount, $5,-229. June 6. Sultan Iron & Metal Industries, **Meah Khan Nagar Rd., Bakalia,** Chittagong.

HRCA/CRCA **M.S. sheets,** 14-20 BG in 4 x 8 ft., 2 oz., prime quality, 1.25 zinc coating; **G.P. sheets** in 30-34 gage in 3 x 6 ft. lengths. Loan 7; limited **U.S. source.** Credit amount, $18,575. S/A RM 038089. June 6. Bengal Iron & Steel Industries, Ltd., 21 Jinnah Ave., Dacca. Cable address: BOMB.

Black **iron pipes,** seamless ½-10 in. diam., $2,000; **G.I. pipes,** 4-10 in. diam., $2,000; **G.P. sheets,** 24-30 BG, **G.C. sheets,** 24-28 BG, in 8 x 3 ft. size, with 1.25 oz. per sq. ft. zinc coating on both sides, $3,000; **M.S. black sheets,** 24-30 G in 8 x 3 ft. size, $2,000; **pig iron,** foundry quality, $1,000; **tinplate,** prime coke, 1.25 oz. coating, 18¾ x 28 in. and 20 x 30 in. both, 30 G, $1,340. Loan 7; limited **U.S. source.** S/A RM 031535. Credit amount, $11,340. June 6. Yusafali M. M. Lookmanji, Napier Rd., Karachi. Cable address: YAALI.

Galvanized plain sheets, 24-30 BG, size 8 x 3 ft., $15,750; **galvanized corrugated sheets,** 24-28 BG, size 8 x 3 ft., $10,500; **M.S. sheets,** CRCA, HRCA, 12-30 BG, size 8 x 3 ft., $12,600; **M.S. plates,** ⅛-1 in., size 8 x 4 ft., $11,970. Loan 7; limited **U.S. source.** Credit amount, $50,820. S/A RM 032391. June 6. Oriental Iron & Steel Co., Ltd., Ameejee Valeejee Bldg., Frere Rd., Karachi. Cable address: ORESTEEL.

Galvanized iron corrugated sheets, 1.25 oz. zinc coating, 10/3 in. corrugation, prime quality, BG 24, 3 x 8 ft., 3 x 9 ft., 3 x 10 ft., BG 26, 3 x 6 ft., 3 x 8 ft., 3 x 9 ft., 3 x 10 ft. Loan 7; limited **U.S. source.** Credit amount, $10,000. S/A RM 037999. June 6. Md. Nurul Haque & Others, P.O. Patuakhali, Barisal.

Watthour **meters** required for electric transmission system, Project 1, tender T-25-16. Loan 25; free worldwide. June 13. West Pakistan Water & Power Authority (WAPDA), Lahore, West Pakistan.

Copies of tender notice, together with instructions, conditions, and specifications may be obtained from Miner & Miner International, Inc., Consulting Engineers, Greeley, Colorado.★

Machine cast foundry **pig iron:** Silicon 3/3.5%, sulfur 0.04%, manganese .6/1%, phosphorus .7/1.0%, carbon 3/3.5%, approx. $9,000; **M.S. round bars,** 6, 8, 9 in. diam., not less than 12 ft. length, $2,000; **M.S. blooms, slabs,** Sieman Martin forging quality 5, 12 in. sq. or 5½ x 13 in., 6½ x 15 in., 7 x 16 in., $1,000; **M.S. sheets,** 24, 26 gage, 3 x 8 ft., $1,000; **M.S. plates,** 4 x 8 ft. x ⅛ in. and 1 in. Loan 7; limited **U.S. source.** Credit amount, $15,078. June 15. M. Hassan Din & Sons, 138 Fateh Mohammad Rd., Lahore.

CRCA B.P. sheets, commercial quality 3 x 6 ft., 16, 18, 20, 22, 24, 26, 28 gage; **galvanized plain iron sheets,** prime, 1.25 oz. zinc coating, 3 x 6 ft., 24, 26, 28, 29, 30, 31 gage, approx. $3,900; **M.S. wire,** merchant quality, 24, 26, 28, 29, 30, 12, 14, 16; **galvanized iron wire,** soft, low carbon, industrial quality, 10, 12, 14, 16, 18, 20, 22, 24, approx. $2,600. Loan 7; limited **U.S. source.** S/A RM 038052. Credit amount, $6,699. June 8. Greenarrow Sheet Metal Industries, 344 Korbaniganj, Chittagong.

Galvanized plain iron, steel sheets, 0.6-1.25 oz. zinc coating, sizes 3 x 6 ft. or 3 x 8 ft., 26, 28, 30, 31 BG, in equal proportions. Loan 7; limited **U.S. source.** Credit amount, $5,901. S/A RM 038029. June 8. Shalobin Industrial Corp., 157 Tejgaon Industrial Area, Dacca.

B.P. sheets, 16-28 SWG, HRCA, $1,953; **G.P. sheets,** 30-32 SWG, 1.25 oz. zinc coating, $5,000. Loan 7; limited **U.S. source.** S/A RM 038046. Credit amount,

Tenders Altered in Iraq For Bootmaking Materials

Bids for the supply of bootmaking materials in Iraq have been altered to decrease the quantity needed of certain items.

Bid deadline for this contract is June 11.

Specifications with the amendments are available on loan from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C. (FCW, May 7, p. 831.)

$6,953. June 8. Naseem Engineering Works, 64 Industrial Area, Chittagong. Cable address: CAPITAL, Chittagong.

M.S. wire, 18 gage, Rs. 5,400; **G.P. sheets,** 30 gage x 3 x 6 ft., Rs. 75,000; **G.P. sheets,** 31 gage x 3 x 6 ft., Rs. 30,000. Loan 7; limited **U.S. source.** S/A RM 038039. Credit amount, $23,184. June 8. Naaz Metal Industries, 29/1 Purana Paltan, Dacca 2.

CRCA M.S. black sheets, 3 x 6 ft. or 3 x 8 ft., size soft temper, oiled and pickled, deep drawing quality, 30 gage, 20 tons; 28 gage, covering balance amount; 16 gage, 10 tons; 14 gage, 2 tons; hard temper. Loan 7; limited **U.S. source.** Credit amount, $41,044. S/A RM 037844. June 8. Hardeo Glass, Aluminum, Enamel & Silicate Works, Dacca 3. Cable address: HARDEO, Dacca.

M.S. billets, quality S.A.E. 1020, with physical properties 28/32 tensile strength and 20% min. elongation with work test certificate, each billet stamped with heat and cast number, size 2 x 2 in, 18-20 ft. long. Loan 7; limited **U.S. source.** Credit amount, $126,000. S/A 034197. June 8. Rahman Metal Industries, 404 Tejgaon Industrial Area, Dacca. Cable address: RAHMANMETL, Dacca.

Pig iron, conforming to ASTM A-43-55 T foundry low phosphorus Grade FL 17, silicon 1.25/1.75, sulfur 0.05, phosphorus 0.31/0.50, manganese 1.01/1.25, Rs. 15,000; **steel plates, conforming to ASTM** A-283-58 open hearth, basic or electric, and electric, with tensile strength 28/33 ton per sq. in., 1 ton, max. yield strength 15.25 tons per sq. in., 2,240 lb., min. elongation 20% on gage length of 8 in. test piece, size 8 x 4 ft. x ¼ in. thickness, Rs. 5,000; 22% tungsten high speed **steel bars,** annealed, square, ½ in., Rs. 2,500, ¾ in. sq., Rs. 2,500; **M.S. round bars,** bright, 18-22 ft. length, size 3 in. diam., Rs. 5,000. Loan 7; limited **U.S. source.** Credit amount, $6,300. S/A RM 037888. June 8. Modern Engineering Works, 33 Digubabu Bazar, Narayanganj.

Cold rolled **steel sheets,** 100% prime quality, size 3 x 8 ft. and/or 3 x 6 ft., gages 12, 14, 16, 18, 20; **galvanized iron wire,** 100% prime quality, gages BWG 4, 3, 6, 8. Loan 7; limited **U.S. source.** Credit amount, $45,139. S/A RM 031714. June 9. R.B. Khokhar Metal Works, 3 Kutchigali, Marriot Rd., Karachi 2.★

CRCA M.S. sheets, commercial quality, oiled and/or dry, 3 x 5 ft., 18, 22, 26, 30 gage, Rs. 19,490; **M.S. plates,** commercial quality, mill edge, 4/6,000 lb. lifts, 3 x 8 ft., 4 x 8 ft. and/or 5 x 10 ft., ⅛ in. x 4 x 8 ft., ¼ in. x 4 x 8 ft., 5/16 in. x 4 x 8 ft., Rs. 5,096. Loan 7; limited **U.S. source.** Credit amount, $5,162. S/A RM 037853. June 9. Cheman Engineering Co., Nawab Sirajudwalla Rd., Chittagong. Cable address: CHARY.

Galvanized iron corrugated sheets, prime quality, 1.25 oz. zinc coating, 10/3 corrugation, 3 x 6/10 ft., gage 26, $2,100; **galvanized iron plain flat sheets,** prime quality, 1.25 oz. zinc coating, 3 x 6 ft., gage 34, $3,150. Loan 7; limited **U.S. source.** Credit amount, $5,250. S/A RM 038002. June 9. Md. Abdul Rahman, New Market, Sylhet.

M.S. billets, to SAE 1020, heat and die marks stamped on each piece, accompanied by works test certificate, lengths of 18 ft. or above, size 2 in. sq., 2½ in. sq. Loan 7; limited **U.S. source.** Credit amount, $67,368. S/A RM 024768. June 15. Union Foundry & Steel Re-rolling Mills, Badami Bagh, Lahore. Cable address: UNIONROLL, Lahore.

High silicon electrical steel sheet, one or both sides insulated suitably, core loss not exceeding 1.3 waste per lb. at B. 10,000, 50 c. (American Grade M-43), thickness .020 in. or ½ mm., suitable for making stampings. If sheet, 36 in. width x 72 or 96 in. length; if coil, 36 in. width in standard weight. Loan 7; limited **U.S. source.** Credit amount, $10,500. S/A RM 024770. June 15. Climax Engineering Co., Ltd., G.T. Road, Gujranwala, West. Cable address: CLIMAX, Gujranwala.

Cold rolled close annealed **mild steel sheets, commercial prime quality (matte** finish), sizes 3 x 8 ft. or 3 x 6 ft., 28 USG. Loan 7; limited **U.S. source.** Credit amount, $8,883. S/A RM 025135. June 15. Precision Workshop, 0/47 North Circular Rd., Rawalpindi, West. Cable address: PRECISION WORKSHOP, Rawalpindi.

Machine **cast pig iron,** soft, silicon contents not less than 2.80%, not more than 3.5%. Loan 7; limited **U.S. source.** Credit amount, $19,845. S/A RM 024482. June 15. Sraţaj Industries, Ltd., 84 McLeod Rd., Lahore 5.

Hot rolled **mild steel sheets,** 11 USG 48 x 96 in., or hot rolled **M.S. plates** ⅛ in. thick, 48 x 96 in. Loan 7; limited **U.S. source.** Credit amount, $14,973. S/A RM 024792. June 15. National Steel Rolling Mills, 30 The Mall, P.O. Box 87, Lahore.

M.S. black sheets, CRCA, sizes 3 x 6 ft. or 3 x 8 ft., gages 14, 16, 18, 20, Rs. 240,000; **galvanized steel plain sheets,** 1.25 oz. zinc coating, sizes 3 x 6 ft., or 3 x 8 ft., gages 26, 28, 30, 31, Rs. 24,000. Loan 7; limited **U.S. source.** Credit amount, 10,080. S/A RM 037897. June 15. Pak Iron Manufacturing Co., 46/1 Lal Chand Mokim Lane, Dacca 1.

M.S. sheets, hot rolled and/or cold rolled, sizes 6 x 3 ft. and/or 8 x 3 ft. or 8 x 4 ft., gages 16, 18, 20, 22, Rs. 10,000; **galvanized plain sheets,** 1.25 oz. coating, prime quality, sizes 6 x 3 and/or 8 x 3 x 4 ft., gages 24, 26, 28, 30, 32, Rs. 30,000. Loan 7; limited **U.S. source.** Credit amount, $8,400. S/A RM 037950. June 15. Zafar Industries, 16/1 Malitola, Dacca.

Galvanized iron plain flat sheets, prime quality, 1.25 oz. zinc coating, 3 x 6 ft., gages 30, 31, 32, 33, 34. Loan 7; limited **U.S. source.** Credit amount, $19,637. S/A RM 038038. June 15. Premier Iron Works, 99/1 Asadjonj, Chittagong.

Taiwan

85-110 oz., 60-75 oz. injection **molding machines** for rigid PVC; stainless-steel **sanding, polishing machine.** Loan 47; worldwide. Credit amount, $97,500. June 13. Nan Ya Plastics Fabrication Co., Ltd., 35-1, Chung San 3d, Kaohsiung. Cable address: NANYA, Taipei.★

Fluorescent lamp making machine, including automatic hot cut flare machine and accessories, stem and sealing machine and flare feeder with accessories. Loan 47; worldwide. Credit amount, $38,800.82. June 10. New Asia Electric Co., Ltd., 45, Sec. 4, Shing Yi Rd., Taipei.★

Equipment for production of **fluorescent whitening dyes,** including 2 sets condensation equipment, salting-out equipment, vacuum drying equipment, dyestuff blender, micron pulverizer. Loan 47; worldwide. Credit amount, $18,736. June 10. Taiwan Chemical Industries, Ltd., No. 62, Sec. 1, Ti-Hua St., Taipei.★

Hot press for making 4 x 8 ft. rigid PVC plates, including press proper and hydraulic system; total pressure 3,500-4,000 tons; size of hot platens, 1,320-50 x 2,550-2,600 m./m.; number of hot platens, 13; number of openings, 12; daylight of each opening, 120-50 m./m. Loan 47; worldwide. Credit amount, $90,000. June 8. Nan Ya Plastics Fabrication Co., Ltd., Kaohsiung.

Railway Line Bids Sought by Australia

Bids are being invited by Western Australia for three projects for the first stage of the Kalgoorie-Kwinana standard gage railway line.

Contract 1 involves construction of three major bridges; tenders for this contract will close on July 13.

Contract 2 covers work on a 20-mile stretch from Northam to West Toodyay and includes construction of five bridges; tender documents for this project will be issued on June 15 with a bid deadline of Aug. 3.

Additional work called for in Contract 3 will be open for bids this fall.

Tender documents for all three projects may be obtained from the consulting engineers, G. Maunsell & Partners, South British Bldgs., 23 Barrack St., Perth, Western Australia.

A copy of the tender documents for Contract 1 is available on loan from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

TRADE LEADS *Around the World*

● **The firms and individuals in the following lists are interested in setting up trade connections in the U.S.**

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any trade relations with them.

Additional information, as indicated by a star (★), may be borrowed by U.S. firms in this country from the Office of Commercial Services, BIBO, U.S. Department of Commerce, Washington 25, D.C. (WOrth 7-2381 in Washington).

Requests for loan material should include the commodity as well as the foreign firm's name and address. Trade opportunities are indexed under the Standard Industrial Classification (SIC); the SIC Manual, published by the Bureau of the Budget, may be purchased for $2.50 from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

World Trade Directory (WTD) reports, if available, are indicated by the date they were issued. Where no WTD report is included, the firm or individual is reported to have a good reputation, and a report is being prepared. A description of the reports and how to obtain them is given in this department.

LEADS FOR EXPORTERS

Commodities are wanted for direct purchase unless otherwise specified.

012 Fruit, Tree Nut, Vegetable Farm Products

France

Oranges, lemons, grapefruit. Direct purchase and agency. A. Vilar (wholesaler, sales agent, importer, exporter), 25 rue du Renard, Paris 4e.

Grapefruit. Direct purchase and agency. N. Crespi & G. Serra, S.A. (producer, wholesaler, retailer, importer, exporter), 3 rue Turbigo, Paris 1.

Oranges, other citrus fruits, apples, pears. Edouard Arcas (importer, exporter), 144 rue de Rivoli, Paris 1.

Apples, pears, citrus fruits. Direct purchase and agency. Compagnie Franco-Neerlandaise Agricole-"COFRANA," S.A.R.L. (importer, exporter), 87 blvd. de la Liberté, Lille (Nord).

Plums, apricots. Direct imports on commission basis. Prodalsol, S.A.R.L. (importer), 17 rue du General Niox, Paris 16.

Fresh fruits: Apples, pears, oranges, lemons. Société Generale des Cooperatives de Consommation (importer), 61 rue Boissiere, Paris.

Oranges, lemons, grapefruits. Direct purchase and agency. S.A. des Anciens Ets. Honore (importer, exporter), 75 rue des Stations, Lille (Nord).

Apples, citrus fruits. Collet Taverne Fils (wholesaler, importer), 12 rue de la Maurienne, Dunkerque (Nord).

Ivory Coast

Fresh fruits, vegetables, such as pears, apples, oranges, potatoes, onions; particularly from California. COFROI-Comptoir Franco Ivoirien (importer, wholesaler), B.P. 1795, Abidjan. WTD 4/30/62.

200 Food

France

Products for chocolate, cookie manufacturers, such as shelled almonds, special canned products. Direct purchase and agency. Markelbach & Corne-France, S.A.R.L. (importer), 15 rue du Louvre, Paris 1.

Saudi Arabia

Salt, spicy condiments, vinegar, corn, other canned goods. Direct purchase and general agency for Saudi Arabia or part thereof. Mohamed Nawari (AKA Muhammad Nawari) (commission merchant, importing distributor), P.O. Box 23, Jidda. WTD 4/24/62.

203 Canning, Preserving Fruits, Vegetables, Sea Foods

France

Canned fruits, natural or in syrup; canned fruit juices. Direct purchase and agency. Codiana, S.A.R.L. (wholesaler, importer, exporter), 137 rue Oberkampf, Paris 11.

Salmon: Frozen, gutted, beheaded, ready for smoking. Société Caviar Volga, S.A. (wholesaler, retailer, importer, exporter, processor), 1 rue Vernet, Paris 8.

Dried fruits, canned fruits in syrup. Ets. Negrier, S.A. (wholesaler, importer), 19 rue des Sept. Arpents, Pantin (Seine).

Sweet almonds, shelled, blanched. La Peninsula, S.A.R.L. (importer), 6 cours Marigny, Vincennes (Seine).

Dried fruits, canned fruits in syrup. ALIMENGROS (Groupement d' Alimentation en Gros), S.A. (wholesalers group), 25 rue Lavoisier, Paris 8.

Canned pineapple. Direct imports on commission basis. Prodalsol, S.A.R.L. (importer), 17 rue du General Niox, Paris 16.

221 Broad Woven Fabric Mill Products, Cotton

Hong Kong

Random cord fabric for men's, boys' pants. Hip Shing & Co. (importer, exporter, wholesaler, manufacturer), 705 Takshing House. WTD 5/31/61.

222 Broad Woven Fabric Mill Products, Manmade Fiber, Silk

Syria

Rayon piece goods. Direct purchase and agency. Georges F. Rayal (manufacturer's agent, commission merchant), P.O. Box 35, Bustan Gul-Ab, Aleppo. WTD 5/1/62.

230 Apparel

Netherlands

Men's, women's sport clothing, all types of fabrics. Direct purchase on exclusive basis. Handelmaatschappij Max Ternbach, N.V. (importing distributor, manufacturer's agent), 64 Laan van Meerdervoort, The Hague. WTD 4/26/62.

239 Miscellaneous Fabricated Textile Products

Germany

New, used cotton bags; used jute bags. Egmont Gross (importing distributor), Billwerder Neuer Deich 322, Hamburg 28.

241 Logging Camps, Contractors

France

Logs. Direct purchase and agency. Leon Groscot, S.A. (manufacturer, wholesaler, exporter, importer), 118/22 rue de Lagny, Montreuil s/Bois (Seine).

244 Wooden Containers

Norway

Wirebound boxes for packaging fruit, vegetables, machinery, ferrosilicon, other products. A/S Empaco (importing distributor, manufacturer), 22 Skippergaten, Oslo. WTD 2/20/62.

249 Miscellaneous Wood Products

Italy

Deluxe wood household ornamental objects, novelty articles. Vagnozzi Ernesto (retailer), Via Campo Marzio 3, Rome.

264 Converted Paper, Paperboard Products

Germany

Polyethylene bags, any size. Egmont Gross (importing distributor), Billwerder Neuer Deich 322, Hamburg 28.

280 Chemicals

France

Chemical products for rubber: Acceleratives, antioxydizing products, plastifiers, special charges. Direct purchase and agency on commission basis. Specialties et Matieres Premieres du Caoutchouc

("S.M.P.C."), S.A. (trader, importer, commission agent), 100 bis ave. Victor Hugo, Boulogne (Seine).

Any chemical product used in aerosol form, exclusively for industrial use. Direct purchase and agency. Pion & Compagnie (importer, exporter, manufacturer's agent), 46 rue Ste. Anne, Paris 2e.

Chemical products used to manufacture natural, synthetic rubbers, phenol resins. Direct purchase and agency. S.A.F.I.C. Alcan & Cie. (importing distributor), 11 ave. Kleber, Paris 16e. WTD 7/31/56.

281 Industrial Chemicals

Syria

General line of chemicals. Direct purchase and agency. Georges F. Rayal (manufacturer's agent, commission merchant), P.O. Box 35, Bustan Gul-Ab, Aleppo. WTD 5/1/62.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

France

Acrylic, polyester, polyvinylic fibers; continuous, discontinuous, texturized. Direct purchase and agency. Andre Toulemonde Fils s.a.r.l. (importer), 4 rue de Turenne, Tourcoing (Nord). WTD 4/15/60.

Germany

Rennet casein scraps unformalized, polyethylene, polystyrene, cellulose acetate. Robert Rettberg (importer, exporter, wholesaler, manufacturer), 4 Damaschkestr., Berlin-Halensee. WTD 4/18/62.

Netherlands

Plastics materials, polyethylene, polystyrene, polyester, polyvinyl chloride; in grains or powder. N.V. Lithos (importing distributor), 3 Emmapark, The Hague. WTD 4/26/62.

283 Drugs

Netherlands

New pharmaceutical items. Direct purchase and agency. H. A. van Niekerk (retailer), 74 Lange Tiendeweg, Gouda.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

France

Industrial, domestic cleaning products. Direct purchase and agency. Anc. Ets. Rene Lemoine (manufacturer, wholesaler, importer), 8 rue de Thorigny, Paris 3e. WTD 2/6/61.

Netherlands

New cosmetics. Direct purchase and agency. H. A. van Niekerk (retailer), 74 Lange Tiendeweg, Gouda.

307 Miscellaneous Plastics Products

Malaya

All kinds of plastic household goods. Phillips (Far East) Agencies (importer, exporter, manufacturer's agent, commission agent), 3 Krian Rd., P.O. Box 674, Penang. WTD 4/18/62.

World Trade Directory Reports for Sale

Information on private foreign firms or individuals mentioned in the World Trade Leads and Investment Opportunities departments of Foreign Commerce Weekly is available to U.S. businessmen through World Trade Directory (WTD) reports.

WTD reports include such information as type of organization, sales territory, lines of goods handled, operation methods, size of business, capital, sales volume, trade and financial reputation.

These reports are available to qualified U.S. firms—or will be prepared on request—through the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., for $1 each. The reports also may be obtained through the Department's Field Offices.

Each request should specify the name and address of the firm or individual on which a WTD report is sought. If information on a particular firm is not on file in Washington, it will be requested from U.S. representatives abroad. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct.

314 Footwear

Netherlands

Men's, women's sport shoes, all types of materials. Direct purchase on exclusive basis. Handelmaatschappij Max Ternbach, N.V. (importing distributor, manufacturer's agent), 64 Laan van Meerdervoort, The Hague. WTD 4/26/62.

322 Glass, Glassware

Italy

Crystal household and gift wares, ashtrays; top quality. G. Garrasi, s.r.l. (retailer), Galleria Colonna 25, Rome.

Deluxe crystal household ornamental objects, novelty articles. Vagnozzi Ernesto (retailer), Via Campo Marzio 3, Rome.

326 Pottery

Italy

China household and gift wares, ashtrays; top quality. G. Garrasi, s.r.l. (retailer), Galleria Colonna 25, Rome.

Deluxe china household ornamental objects, novelty articles. Vagnozzi Ernesto (retailer), Via Campo Marzio 3, Rome.

Malaya

Fine chinaware in dinner, coffee, tea sets, cups and saucers, porcelain household wares, fancy porcelain objects, mugs. Phillips (Far East) Agencies (importer, exporter, manufacturer's agent, commission agent), 3 Krian Rd., P.O. Box 674, Penang. WTD 4/18/62.

330 Primary Metal Industry Products

Cambodia

Steel, other metal products. Lim-Veng-Ky (importer, exporter, manufacturer), 22 Phlauv Tuk-Khleang, Phnom-Penh. WTD 4/4/61. List in French.★

342 Cutlery, Handtools, General Hardware

England

Handtools of all types. B. Draper & Son, Ltd. (importer, distributor) Kingston Hall Rd., Kingston-on-Thames, Surrey. WTD 4/30/62.

Germany

Handtools for home workshops of do-it-yourself handy man. Direct purchase and agency. Dressler & Co. Warenhandels-Kommanditgesellschaft (importing distributor), 14-15 Spitzenkiel, Bremen. WTD 4/30/62.

Modern kitchen handtools. Direct purchase and agency. Dressler & Co. Warenhandels-Kommanditgesellschaft (importing distributor), 14-15 Spitzenkiel, Bremen. WTD 4/30/62.

Hand-operated novelties, specialties in tools for cabinet makers, do it yourself handy man. Direct purchase and agency. Karl-Werner Harms (importing distributor, manufacturer's agent), Koenigsreihe 40, Hamburg-Wandsbek.

Netherlands

Agricultural tools, such as rakes, spades, shovels. Fa. Th. Bartelings (importing distributor), 144 Elandsgracht, Amsterdam, C. WTD 4/27/62.

Small handtools. Fa. Th. Bartelings (importing distributor), 144 Elandsgracht, Amsterdam, C. WTD 4/27/62.

Hardware for builders, metalworking industry. Fa. Th. Bartelings (importing distributor), 144 Elandsgracht, Amsterdam, C. WTD 4/27/62.

Norway

Pulley blocks, chain, wire for hand power in engineering workshops. Direct purchase and agency. Willy Gjertsen (importing distributor, manufacturer's agent), 7 Karl Johansgate, Oslo. WTD 3/30/62.

349 Miscellaneous Fabricated Metal Products

Italy

Deluxe metal household ornamental objects, novelty articles. Vagnozzi Er-

nesto (retailer), Via Campo Marzio 3, Rome.

Metal household, gift wares, ashtrays, trays, dishes; top quality. G. Garrasi, s.r.l. (retailer), Galleria Colonna 25, Rome.

Norway

Steel valves for petroleum storage tanks, pipelines. Torleiv S. Corneliussen A/S (importing distributor, wholesaler, retailer), Bygdo Alle 23, Oslo. WTD 3/13/61.

352 Farm Machinery, Equipment

Mexico

Used tractors. Compania de Motores, A.S. (importer, retailer), Ave. Matamoros 1302 Poniente, Torreon, Coahuila. WTD 4/23/62. List.★

Netherlands

Agricultural spraying equipment. Direct purchase on exclusive basis. Handelmaatschappij Max Ternbach N.V. (importing distributor, manufacturer's agent), 64 Laan van Meerdervoort, The Hague. WTD 4/26/62.

353 Construction, Mining, Materials Handling Machinery, Equipment

Norway

Mechanical loaders; rail, crawler-mounted for mines, tunnel work. Direct purchase and agency. Sigurd Stave A/S (importing distributor, manufacturer's agent), Kongensgate 10, Oslo. WTD 10/9/61.

354 Metalworking Machinery, Equipment

Germany

Portable electric tools for home workshops of do-it-yourself handy man. Direct purchase and agency. Dressler & Co. Warenhandels-Kommanditgesellschaft (importing distributor), 14-15 Spitzenkiel, Bremen. WTD 4/30/62.

Novelties, specialties in tools for cabinet makers, do it yourself handy man, electrically operated, 220 v., ac., single ph., 50 c. Direct purchase and agency. Karl-Werner Harms (importing distributor, manufacturer's agent), Koenigsreihe 40, Hamburg-Wandsbek.

Israel

Used equipment for metal strip slitting in manufacture of steel tubes ⅛ in. thick, 34-40 in. wide: 1 uncoiler, 1 slitter with pinch rolls, 1 recoiler with hydraulic drive, all motors and switches, command table, spare parts; available electricity: 220-380 v., ac., 50 c. Zinometal, Ltd. (manufacturer), Natanya, or 49 Abarbanel St., Tel Aviv.

Netherlands

Small electric tools. Fa. Th. Bartelings (importing distributor), 144 Elandsgracht, Amsterdam, C. WTD 4/27/62.

Metalworking machinery, machine tools. Direct purchase and agency. Technische Handelsonderneming "Denijs" (importing distributor, manufacturer's agent), 23 Stationsplein, 's-Hertogenbosch.

Phone Equipment Wanted In Syria

The Republic of Syria is inviting bids for supply and installation of trunk telephone switching equipment to be used in connection with introducing subscriber trunk dialing services (S.T.D.) in 10 cities presently equipped or to be equipped with local automatic exchanges.

Bids should reach the Directorate General of Post & Telecommunications, Damascus, by 6 p.m. June 30.

A copy of Specification 115, containing terms and conditions of contract, specifications, and further information, is available for review in the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

355 Special Industry Machinery

France

Woodworking machinery, medium duty, power driven (electric current 50 c., 3 ph., 220-380 v.) with attachments; precision instruments for manufacture of sculptured furniture, such as multiple spindle carvers, shapers, molders, cutters; portable electric machines, such as sanders, drillers; veneer cutting circular saws. Société Industrielle d'Ameublement du Quercy (SIAQ), (manufacturer, wholesaler, retailer, exporter), Luzech, Lot. WTD 4/17/62.

Presses to cut leather or textiles; special machinery for folding textiles; band or ribbon saws for textiles; machinery, equipment, accessories for clothing industry. Anciens Ets. Vens (manufacturer), 108 rue de Saint-Andre, Lille (Nord). WTD 6/7/61.

Germany

All kinds of machinery, equipment for plaster manufacturing, such as kettles, crushers, screens, plaster machines. Mack's Gipund Gipsdielenfabriken (manufacturer), Schwaebisch-Hall Hessental. WTD 5/2/62.

Chemical plant apparatus, machinery, equipment of all kinds for production of chemicals, rubber. F. W. Schramm (manufacturer, wholesaler), 301 Bottroperstr., Essen-Bergeborbeck. WTD 7/8/59.

Italy

Chain system electrostatic paint spraying apparatus. C.A.S., Costruzioni Acciaio Unificate (manufacturer), Via Casilina 1038, Rome.

Woodworking machinery. Segheria Levante Srl (manufacturer), 7/9 Via Chiabrera, Genoa.

Netherlands

Machinery for production of yarn on spools for leather, apparel industries; boxmaking machinery. Jac. v.d. Assem N.V. (importer, wholesaler), 16 Gasthuisstraat, Kaatsheuvel. Sample.★

358 Service Industry Machines

Germany

Air-conditioning equipment for homes, industry. Direct purchase and agency. Dressler & Co. Warenhandels-Kommanditgesellschaft (importing distributor), 14-15 Spitzenkiel, Bremen. WTD 4/30/62.

Italy

Refrigerator engine compressors, air-conditioning systems for industrial uses; medium-, and large-size units. Direct purchase and agency. Ferfrigor Porto Srl (manufacturer, installer), Via Molo Giano, Genoa.

Netherlands

Industrial cleaning equipment, such as high pressure sprinkling equipment, industrial vacuum cleaners, oil cleaning equipment. Direct purchase and agency on exclusive basis. Waterkracht, Technische Handlesonderneming (importing distributor), 8 Clarionlaan, Santpoort, Netherlands. WTD 4/27/62.

363 Household Appliances

Germany

Electrical appliances, such as refrigerators, ranges, clothes dryers, freezers, dishwashers, exhaust fans, clothes washers, water heaters; kitchen aids, such as blenders, mixers. Grula Haus der Modernen Kuechen (importer, wholesaler, retailer), 53-57 Rotebuehlstr., Stuttgart. WTD 5/2/62.

Electric kitchen appliances. Direct purchase and agency. Dressler & Co. Warenhandels-Kommanditgesellschaft (importing distributor), 14-15 Spitzenkiel, Bremen. WTD 4/30/62.

364 Electric Lighting, Wiring Equipment

Italy

Lamps, top quality. G. Garrasi, s.r.l. (retailer), Galleria Colonna 25, Rome.

371 Motor Vehicles, Equipment

Norway

Emergency type inflators for automobile tires. Direct purchase and agency. Teknisk Compani A/S (importing distributor, manufacturer's agent), 6 Raadhusgaten, Oslo. WTD 10/21/60.

Pakistan

Automotive spare parts. Direct purchase and agency. Orion Commercial Corp. (manufacturer's agent), Asif Bldg., McLeod Rd., P.O. Box 497, Lahore. WTD 4/4/62.

Saudi Arabia

Ten 3-ton trucks; 30 pickups; 2 water-tank trucks (2,000-2,300 gals.); 4 passenger cars; 2 passenger carryalls; 1 passenger bus; 14 heavy-duty 4-wheel-drive vehicles; 16 pickups; 6 5-ton trucks; 3 3-ton dumpers; 6 4 x 4 pickups. United Trading & Engineering Co. (importing distributor), P.O. Box 314, Jidda. WTD 3/5/60. Specifications.★

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Netherlands

X-Y records, accessories. Charles Goffin N.V. (importing distributor, manufacturer), 36 Batterijstraat, Maastricht. WTD 4/24/62.

386 Photographic Equipment, Supplies

Réunion

Cameras, projectors, related items. Direct purchase and agency. Andre Albany (photographer, importer, retailer), 26 rue de la Compagnie, Saint-Denis. WTD 2/28/62.

391 Jewelry, Silverware, Plated Ware

Italy

Cuff links. G. Garrasi, s.r.l. (retailer), Galleria Colonna 25, Rome.

393 Musical Instruments, Parts

Germany

Musical instruments of all kinds. Direct purchase and agency. Wilhelm Monke (importer, manufacturer, wholesaler, retailer), 61 Gutenbergstr., Koeln-Ehrenfeld. WTD 4/30/62.

395 Pens, Pencils, Other Office, Artists' Materials

Australia

Drawing instruments, including stencil, lettering guides. William Lewis Pty., Ltd. (manufacturer's agent, distributor), 143 York St., Sydney.

399 Miscellaneous Manufacturing Industry Products

Italy

Top-quality cosmetic cases, hairbrushes, bar accessories. G. Garrasi, s.r.l. (retailer), Galleria Colonna 25, Rome.

Netherlands

Party novelties, specialties; humorous novelties, jokes; equipment for illusionists. Direct purchase and agency. F. Moret, Jr. (importer, wholesaler, exporter), 127-29 Vaillantlaan, The Hague.

New smokers' items. Le Corbeau & Zoon (importing distributor, wholesaler), Groothandelsgebouw, Weena 723, Rotterdam 4.

LEADS FOR AGENCIES

Exclusive distributorship wanted only if specified.

012 Fruit, Tree Nut, and Vegetable Farms

France

Citrus fruits, apples, pears. Société Nouvelle Bananiere (SOBA), S.A. (wholesaler, importer), 10 rue du Colonel Driant, Paris 1.

200 Food

France

Any foodstuffs, fresh, preserved, canned; agricultural products, honey. Anc. Maison Marcel Bauche (importer, exporter, agent), 4 rue Jean Nicot, Paris.

201 Meat Products

Germany

Frozen fowls, fryers, turkeys, drumsticks, thighs, legs; chicken, turkey livers. Hans Hartge (manufacturer's agent), Georgsplatz 1, Hamburg 1.

203 Canning, Preserving Fruits, Vegetables, Seafoods

France

California prunes, natural condition, packed in bags. Agency on commission basis. Andre Plessis (sales agent), 2 rue du Roule, Paris 1. WTD 12/21/61.

Food specialties to be served with aperitifs, cocktails. Comptoir Francais d'Importation et de Repartition ("C.O.-F.I.R."), S.A. (sales agent, importer, exporter), 14 rue du Pont Neuf, Paris 1er.

220 Textile Mill Products

Australia

Printed, woven cotton shirtings, dress materials; synthetic shirtings, dress materials. B.K. Textiles & General Imports (manufacturer's agent), 127 York St., Sydney. WTD 5/3/62.

England

Fashion fabrics by yd.; woven, printed, knitted; cotton, rayon, wool, synthetics. H. Cohen (sales agent), 245 Oxford St., London, W.1. WTD 4/30/62.

Surinam

Textile yard goods; printed, plain cotton, flannel, rayon, synthetics, wash-and-wear fabrics; first, second quality. Exclusive agency. Elmosa Trading Co. (importing distributor, commission merchant, manufacturer's agent), 164-66 Zwartenhovenbrugstraat, Paramaribo. WTD 11/1/61.

228 Yarn, Thread Mill Products

Germany

Glass fiber yarns. Ernst Hugo Osterhold (manufacturer), 75 Flurstr., Haan/Rhld. WTD 4/24/62.

280 Chemicals

France

Methanol, formic acid, colophanes, turpentine, toluene, other industrial chemicals. Agency on commission basis. Société Commerciale Europeenne de Produits Chimiques ("C.E.P."), S.A. (commission agent, wholesaler), 63 ave. Denfert-Rochereau, Paris 14e.

281 Industrial Chemicals

England

Industrial chemicals for manufacture of rubber, plastics. Tanfab, Ltd. (manufacturer's agent), Mayfield Mill, Richdale, Lancashire. WTD 4/26/62.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

France

Plastic materials for shoe industry. Novocuir, Société Francaise de Cuirs et Peaux (importing wholesaler, commission merchant), 11 rue du Fil, Strasbourg (Bas-Rhin). WTD 4/18/62.

Germany

Unmodified, modified styrenepolymer, polymeric resins with 60% and higher styrene content; alkyd resins, except laminated, film, foil; uncompounded, unprocessed vinyl, vinyl-copolymer resins; urea formaldehyde, melamine formaldehyde, other unprocessed amino resins, except laminated, film, foil; related chemical raw materials. Ein-und Verkaufsgesellschaft fuer Chemische u. Technische Erzeugnisse mbH (importing dis-

Pakistan Firm Asks Bids On Sugarcane Mill

A Pakistan firm is inviting turnkey offers for setting up a sugarcane mill at Khanpur in West Pakistan.

The mill, complete in every detail for producing direct-consumption white sugar by double sulphitation process, should be capable of handling 1,500-2,000 tons of sugarcane daily.

Consultants for the project are Associated Consulting Engineers, Ltd., 14 Bangalore Town, Drigh Rd., Karachi.

Offers should reach the Chairman, Hyeson's Steel Mills, Ltd., El-Markaz, Bunder Rd., Karachi, by June 30.

A 44-page tender notice outlining the main features of the plant, as well as general specifications, is available on loan from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

tributor, manufacturer's agent), Gellertstr. 25a, Hannover.

Norway

Plastic sheeting for packaging of foods, sardine cans. Carsten Taraldsen A/S (manufacturer's agent), 13 Dronningensgate, Oslo. WTD 3/30/62.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Germany

All kinds of cosmetics, such as hair tonics, lipsticks, perfumes, soap. Wilhelm Reimlinger (manufacturer's agent), Burchardstr. 13, Hamburg 1.

285 Paints, Varnishes, Lacquers, Enamels

France

New paint products for industrial, marine uses. Renaudin & Cie. (manufacturer), 77 blvd. Rabatau, Marseille. WTD 4/25/62.

307 Miscellaneous Plastics Products

Germany

Plastic household articles. Ludwig Weitendorf (manufacturer's agent), Raboisen 16, Hamburg 1.

311 Leather Tanning, Finishing

France

Tanned leather for shoe industry. Novocuir, Société Francaise de Cuirs et Peaux (importing wholesaler, commission merchant), 11 rue du Fil, Strasbourg (Bas-Rhin). WTD 4/18/62.

313 Boot, Shoe Cut Stock, Findings

Netherlands

All kinds of findings, accessories for shoe, leatherware industries. C. V. J. Wildeman & Co. (importing distributor), 86 Stationsstraat, Waalwijk.

322 Glass, Glassware

Germany

Household glassware of all kinds, semifinished household glassware. Ludwig Weitendorf (manufacturer's agent), Raboisen 16, Hamburg 1.

332 Iron, Steel Foundry Products

Panama

Cast-iron soil pipe. Compania Ford, S.A. (importer, exporter, wholesaler, commission merchant), P.O. Box 5298, Panama. WTD 7/19/61.

342 Cutlery, Handtools, General Hardware

Australia

Hedge shears. Johnson & Gaston Pty., Ltd. (importer, commission merchant), P.O. Box 203, Crows Nest, Sydney. WTD 12/28/61.

British Guiana

Wrenches, pliers, nippers, hand drills, bit and brace, files, vises, pulleys, padlocks, door knobs, bolts. Eclipse Agencies (commission agent, manufacturer's representative), P.O. Box 853, Georgetown. WTD 6/12/61. Complete list.★

U.A.R. Pipeline Project Open to U.S. Bidders

A U.A.R. government firm is inviting bids for installation of a gas pipeline.

The pipeline is to transport natural gases from Belayim oilfields to Abu-Zenima power station on the Gulf of Suez (Sinai), about 31 miles.

Bids, accompanied by a provisional deposit of 2% of the value of the contract, should be submitted to Salah-El-Din Ghaleb, Managing Director, Sinai Manganese Co., 1 Sharia El Bustan, Cairo, by June 2.

A copy of the specifications and bidding conditions is available for review at the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

343 Heating Apparatus, Plumbing Fixtures

Germany

Oil-fired heating stoves for home. Karl Hops (wholesaler, retailer, manufacturer's agent), 17 Forstbachstr., Hilden/Rhld. WTD 4/26/62.

All parts of oil burners for oil-fired furnaces, heating equipment for home, commercial purposes, such as fuel pumps, transformers, electric motors, controls, cases. Berger & Co. (importing distributor, wholesaler), 40 Hahnerbergerstr., Wuppertal-Hahnerberg. WTD 4/24/62.

351 Engines, Turbines

Burma

Outboard motors, 5-40 hp. People's Commercial Society, Ltd. (exporter, importer, commission agent), 217 Sparks St., Rangoon. WTD 10/28/60.

352 Farm Machinery, Equipment

Netherlands

Agricultural machinery. W.J.A.M. Mouwen Technische Handelsonderneming (importer, wholesaler), 42 Bergerothweg, Stamproy.

353 Construction, Mining, Materials Handling Machinery, Equipment

France

Oil well drilling, production equipment. Société Nationale de Materiel pour la Recherche et l'Exploitation du Petrole (Société Nationale MAREP) (manufacturer, wholesaler, importer, exporter, manufacturer's agent), 12 rue Jean Nicot, Paris 7e. WTD 2/8/61.

Netherlands

Roadbuilding, maintenance equipment. W.J.A.M. Mouwen Technische Handelsonderneming (importer, wholesaler), 42 Bergerothweg, Stamproy.

Norway

Ship deck machinery, such as winches, capstans, hydraulic hatch covers. Johan Troye A/S Agenturforretning (manufacturer's agent), 60 C. Sundtsgate, Bergen. WTD 3/8/62.

Philippines

Heavy construction equipment, such as road graders, concrete mixers. National Merchandising Corp. (importing distributor, manufacturer), 3111 Nagtahan, Manila. WTD 9/26/61.

354 Metalworking Machinery, Equipment

Burma

Portable diesel welding units. People's Commercial Society, Ltd. (exporter, importer, commission agent), 217 Sparks St., Rangoon. WTD 10/28/60.

Netherlands

Fully automatic canmaking machines. Exclusive agency. R. Meijers' Technische Handelsonderneming (manufacturer's agent), 29 Brinkgreverweg, Deventer. WTD 4/26/62.

355 Special Industry Machinery

England

Machinery for manufacture of rubber, plastics. Tanfab, Ltd. (manufacturer's agent), Mayfield Mill, Rochdale, Lancashire. WTD 4/26/62.

France

Machinery for manufacture of plastics, plastic industry in general. Ets. Strat & Cie. (importer), 66 rue de Castagnary, Paris 15e. WTD 6/12/61.

Netherlands

Printing machines, particularly presses. Exclusive agency. R. Meijers' Technische Handelsonderneming (manufacturer's agent), 29 Brinkgreverweg, Deventer. WTD 4/26/62.

Spain

Food machinery. Solma, S.A. (sales agent), Eduardo Dato 15, Madrid. WTD 4/24/62.

356 General Industrial Machinery, Equipment

Netherlands

Stationary torque converters, hydraulic drives, 20-2,000 hp. N.V. Agam Motoren (importing distributor, manufacturer's agent), 214 Goudsesingel, Rotterdam 1.

358 Service Industry Machines

Hong Kong

Domestic air conditioners. M. C. Lee, Manager, Dah Chong Hong, Ltd. (importer; exporter; wholesaler; commis-

sion, sales agent), 161-67 Queen's Rd. Central. WTD 11/1/61.

Italy

Ice cube making machines. Agency for all Italy. Societa Italiana Gestione Esercizi "S.I.G.E." (restaurateur, sales agent), Via Vittorio Veneto 173-75, Rome. WTD 4/20/62.

363 Household Appliances

Germany

Electrical kitchen utensils, appliances, such as coffee grinders, mixers, toasters, dishwashers, washing machines, refrigerators. Karl Hops (wholesaler, retailer, manufacturer's agent), 17 Forstbachstr., Hilden/Rhld. WTD 4/26/62.

Hong Kong

Domestic refrigerators, fans, stoves, heaters, other electric appliances. M. C. Lee, Manager, Dah Chong Hong, Ltd. (importer; exporter; wholesaler; commission, sales agent), 161-67 Queen's Rd. Central. WTD 11/1/61.

364 Electric Lighting, Wiring Equipment

Panama

Fluorescent lamps, including switch boxes, transformers, sockets, starters. Exclusive agency. Rodriguez & Cia., Ltda. (importer, dealer), P.O. Box 6617, Panama. WTD 1/31/62.

372 Aircraft, Parts

Australia

Aircraft equipment, such as radio equipment, propellers, hardware, cabin and navigation lights, hydraulic equipment. Aeroquipment of Australia (importing distributor), Bankstown Aerodrome, Sydney. WTD 4/27/62.

394 Toys, Amusements, Sporting, Athletic Goods

Germany

Mechanical toys. Karl Hops (wholesaler, retailer, manufacturer's agent), 17 Forstbachstr., Hilden/Rhld. WTD 4/26/62.

LEADS FOR IMPORTERS

Commodities are offered direct unless specified.

238 Miscellaneous Apparel

Philippines

Knitted woolen sweaters, gloves. Trans World Trading Co. (importer, exporter, manufacturer's representative), 453 Plaza del Conde, P.O. Box 3148, Manila. WTD 10/31/58.

242 Hardwood Dimension, Flooring Mill Products

Brazil

Mahogany lumber (Bolivian). Seeking U.S. partner experienced in mahogany business on 50-50% split-profit business. Panambra S.A. Importadora e Exportadora Panamericana Brasileira (importer, exporter), Ave. Senador Queiros 150, São Paulo. WTD 4/3/62.

251 Wooden Household Furniture

France

Carved furniture (solid cherry wood), dining room, bedside tables. Very good quality in Louis XV, rustic styles. Direct or through agents. Société Industrielle d'Ameublement du Quercy (SIAQ) (manufacturer, wholesaler, retailer, exporter), Luzech, Lot. WTD 4/17/62.

Germany

Detachable sectional furniture, wood, plastic, metal. Wilhelm Bofinger, Moebelwerkstaetten (manufacturer), Ilsfeld, Kreis Heilbronn/Neckar. WTD 3/8/62.

254 Metal Partitions, Shelving

Sweden

Shelf brackets, one piece pressed, steel, gray, or black enameled, with countersunk holes, every bracket stamped "Sweden," 9 different sizes from 3 x 4 in.-12 x 14 in. AB. Brannehylte Mek. Verkstad (manufacturer), Hillerstorp. WTD 4/10/62.

266 Building Paper, Board Mill Products

Sweden

Hardboard. Ekman & Coab (manufacturer), Wallboard Dept., P.O. Box 230, Gothenburg 1.

271 Publishing, Printing

South Africa

South African Review, formerly called *Natal Review*, covering industrial, commercial, agricultural, mining economy of all South Africa; available on subscription basis. Godfrey-Alan, S.A. (Pty), Ltd., P.O. Box 2434, Durban. WTD 1/28/58.

275 Commercial Printing

Switzerland

Colored wall calendars, atlas wall calendars with maps. Direct or through agents. Polyprint A.G. (manufacturer), Zinggstrasse 16, Bern.

287 Fertilizers

France

"Carb Humo" fertilizer, concentrated, contains humus, humic acid, sulphur, magnesium. Direct or through agents. Société des Engrais de Jonchery (manufacturer), Route de la Gare, Jonchery s/Vesle (Marne). WTD 1/20/62.

342 Handtools

Australia

Garden handtools for topdressing, leveling lawn surfaces. Simple, inexpensive. Seeking U.S. company to make, distribute this tool. Charles J. P. Smith, 212 Grand Promenade, Scarborough. Perth. WTD 5/16/61.

396 Handicraft Novelties

India

Moradabad artistic brassware, gift, novelty items. Ornamental Brassware Manufacturing Co. (manufacturer, exporter), P.O. Box 110, Maqbra St., Moradabad, U.P. WTD 4/3/62.

399 Miscellaneous Manufacturing Industry Products

Japan

Ornamental hand-painted folding screens, panels, aroma lights, candles, Japanese lanterns, lampshades and stands, parasols, transistorized radios and tape recorders, slide rules, aluminium foils, various paper products. Asano & Co., Ltd. (manufacturer, exporter), No. 4, 8-chome, Ginza, Nishi, Chuo-ku, Tokyo. WTD 12/5/60.

FOREIGN VISITORS

Scheduled arrival dates and U.S. addresses indicated.

Argentina

Simon Horovitz, representing IVA, S.A. (Industrias Varias Argentinas Sociedad Anonima), Avda. Marquez s/n.-Jose Leon Suarez-Pcia. de Buenos Aires, interested in export of **woolen yarns** and **textiles** from Argentina. Late May via New York for 1 week; c/o Argentine Consulate, New York, N.Y. Itinerary: New York, Los Angeles.

Hector Antonio Jose Guglielmi, representing Odol, S.A., Industrial y Comercial, Viamonte 1465, Buenos Aires, interested in U.S. marketing of special **insecticide** (ant killer). Early June via New York for 1 month; c/o Odol S.A.I.C., Time & Life Bldg., Rockefeller Center, New York 20. Itinerary: Louisiana, Mississippi, Alabama, Georgia, South Carolina, Florida.

Carl D. Goderez, representing Drosa, S.A., Av. Pte. Roque Saenz Pena 570, Buenos Aires, interested in representing manufacturers of **industrial instruments, chemical and pharmaceutical raw materials**; also ultimately in obtaining license to manufacture. May 22 via New York for 3 weeks; c/o Konrad, 168

Midland Ave., Montclair, N.J. Itinerary: New York, Boston, Washington, Philadelphia, Baltimore.

Australia

R. G. Williams, representing R. G. Williams & Co. Pty., Ltd., 39-41 Forest St., Collingwood, Melbourne, Victoria, interested in **refractory materials, furnace equipment,** and **acid resistant materials**; also technical information. Late May via New York for 2 months; c/o Australian Trade Commissioner, 630 Fifth Ave., New York, N.Y. Itinerary: New York, San Francisco.

Philip Keith Hedger (government official, State of Victoria), representing Premier's Dept., Victoria (State Development Div.) Public Offices, Melbourne, Victoria, interested in meeting with state, regional, and local planning authorities on attraction of **new industries** to that area. May 28 via San Franciso for 5 weeks; c/o A. Rhoads, Communications Counseling Inc., 750 Third Ave., New York. Itinerary: Los Angeles, Dallas, Wichita, Chicago, Buffalo, Boston, New York.

K. G. Phillips, representing Viz-Ed Equipment Pty., Ltd., (importers and dealers of photocopying machines and allied products), 149 Castlereagh St., Sydney, interested in investigating new U.S. products in **photocopying.** June 2 via Boston for 6 weeks; c/o A. B. Dick Co., 5700 W. Touhy Ave., Dept. TR 50, Chicago. Itinerary: Boston, New York, Rochester, Chicago, Los Angeles, Honolulu.

Louis Edward Samson, representing Minnis & Samson Pty., Ltd., 246 Barry Parade, Valley, Brisbane, interested in **plastic coating materials** for metals and tubular furniture; also licensing arrangement with U.S. firms. Early June via New York for 6 weeks; c/o Australian Consulate General, 245 Fifth Ave., New York. Itinerary: New York, Detroit, Salt Lake City, Los Angeles, San Francisco, Seattle, San Pedro.

Brazil

Adalberto de Albuquerque Cavalcanti, representing Serras Vasone S.A., Rua 15 de Novembro 334, Itapecerica da Serra, São Paulo, interested in importing **sanding machines** and machinery for manufacturing saw blades; also negotiating joint venture to manufacture saw blades for metal and wood. May 27 via New York for 1 month; c/o M.M. Soares & Co., 80 Wall St., New York. Itinerary: New York; Des Plaines, Ill.; Fitchburg, Mass.; possibly other cities.

Ceylon

A. E. Fernando, representing Colombo Tea Blenders, 141 Vauxhall St., Colombo 2, interested in exporting **tea** to U.S. Early June via New York for 1 month; c/o Mrs. Margaret Thonebe, 3003 Granada St., Fort Lauderdale, Fla. Itinerary; New York, Los Angeles, Chicago, Miami.

France

Victor Robert Coen, representing D.I.E.C. (Diffusion Internationale Edition Culturelle), Chemin de la Grimontiere, Aix-les-Bains, Savoie (factory: Jouets Mont-Blanc, Annecy, Haute-Savoie), interested in concluding licensing arrangements with U.S. firms for manufacture of **toys,** especially educational toys and aids; also technical information on new items developed in U.S. May 10 via New York for 1 month; c/o A. Coen, 2160 E. 63d St., Brooklyn 34, N.Y. Itinerary: New York State, Chicago.

Germany

Milton A. Karp, representing Karp & Albrecht, Theresienstrasse 60, Munich 2, interested in contacting importers and distributors of **garden tools and equipment, cutlery, shears,** and **hardware,** mainly to distribute in U.S. firm's line of pruning shears and garden tools. June 1 for 2 weeks; c/o J. Elson, 11 Waverly Pl., New York 3. Itinerary: New York, possibly other cities.

Walter Woltemade, representing Koch & Bergfeld, 200 Kirchweg, Bremen, interested in exporting to U.S. **flatware** (sterling silver, silver-plated, stainless steel) and **handmade hollow ware** (sterling silver); also in visiting silverware factory. May 25 via Houston for 1 month; c/o Wm. Gillespie, 10024 W. 67th St., Shawnee Mission 2, Kans. Itinerary: Houston, Dallas, Kansas City, St. Louis, Denver, Los Angeles, San Francisco, Seattle, Chicago, Milwaukee, Detroit, New York, Boston, Philadelphia, Baltimore, Washington.

Hong Kong

Miss Tong Sau King, representing Wong Hau Plastic Works & Trading Co., 813-16 Lai Po Chun Chambers, interested in meeting **plasticware** importers and suppliers of **plastic raw materials**; also in visiting plastic toy factories for technical information. June 1 via Seattle for 2 months; c/o 740 Park Ave., Apt. 2-B, New York, N.Y. Itinerary: San Francisco; Montgomery, Ala.; New York; Washington.

India

C. L. Jhunjhunwala, representing Fort Gloster Industries, Ltd., 21 Strand Rd., Calcutta 1, interested in obtaining U.S. technical collaboration for manufacture of **power cables, nylon ropes,** and **paints**; also technical information, observing of U.S. stock exchanges. Early June via New York for 3 weeks; c/o Getz Bros. & Co., 640 Sacramento St., San Francisco. Itinerary: New York, Washington, Chicago, San Francisco.

Ireland

J. A. Kerrigan, representing Urney Chocolates, Ltd., Tallaght, Co. Dublin, interested in contacting chocolate manufacturers who might be interested in **pure chocolate** and **chocolate crumb.** Early June via New York for 3 weeks; c/o Murray Allen Imports, Inc., 135 E. 144th St., New York 51, N.Y. Itinerary: New York.

Israel

Dan Gabriely, proprietor of "Dan Gabriely" (wearing apparel and department store), 18-20 Herzl St., Haifa, interested in import and export of **fabrics, hand-tailored garments,** and **leather goods**; also in obtaining information on modern merchandising methods, particularly of training salesclerks and customer relations. May 7 via New York for 2 months; c/o Hardos Wolf, 5746 Waring Ave., Hollywood 38. Itinerary: New York, Washington, Los Angeles, possibly other cities.

J. M. Silberstein, representing Zinometal, Ltd., Natanya (office: 49 Abarbanel St., Tel Aviv), interested in purchasing used equipment (in good condition after overhaul and repair) for **metal strip slitting** for manufacture of steel tubes of ⅛ in. thickness, 34-40 in. width; and fork lift with capacity of lifting metal coils of 6,000 kg. weight; also in technical information on above. Early June via New York for 6 weeks; c/o Ilan Silberstein, 1306 W. Springfield Ave., Urbana, Ill. Itinerary: New York, Chicago, Detroit, possibly other cities.

Japan

Hisae Kakinoki, President, Kakinoki Seisakusho Co., Ltd. (textile machinery manufacturer), 53 Kitayasue-cho, Kanazawa City, Ishikawa Prefecture, interested in technical cooperation agreement with U.S. manufacturer of **cast-iron products,** and **textile machinery.** May 6 via Seattle for 1 month; c/o Gosho Co. Ltd., New York Branch, New York, N.Y. Itinerary: Seattle; Detroit; Chicago; Boston; New York; Elyria, Ohio; Coldwater, Kans.; Buffalo; Washington; Los Angeles.

New Zealand

H. J. Wootton, representing William Bacon & Co., Ltd., Mutual House Bldgs., 27 Dixon St., P.O. Box 1626, Wellington, interested in **kitchenware, cutlery, novelties, artificers' tools,** and **hardware.** June 4 via New York for 1 month; c/o U.S. Department of Commerce Field Offices in cities on itinerary: New York, Chicago, San Francisco.

Nigeria

A. O. Makanjuola, representing United Development Trading Co., P.O. Box 541, Ibadan, interested in concluding partnership or joint venture agreement with U.S. firm for extracting vegetable oils from **shea nuts,** also technical information. Late May or early June via New York for indefinite visit; c/o U.S. Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York. Itinerary: New York, possibly other cities.

Philippines

Isosceles Pascual, President, Pascual Laboratories, Inc., 225 Guidote St., Balut Island, Tondo, Manila, interested in concluding licensing arrangements with U.S. firm to manufacture **specialty pharmaceuticals** in Philippines. June 5 via New York for approx. 5 weeks; c/o Darrylle Chemical Co., 136 Liberty St., New York 6, N.Y. Itinerary: New York, other cities where interest is shown in proposed licensing arrangement.

Saudi Arabia

Isam Salah Chbib, owner of Etablissements Chbib (druggists), Ltd., P.O. Box 512, Riyadh, interested in acting as representative for **institutional furniture, hospital, oxygen equipment**; also technical information. May 30 via New York for 1 month; c/o Bristol Laboratories International (S.A.), New York or Syracuse. Itinerary: New York, Syracuse.

Taiwan

Patrick C. C. Kuo, representing Tai Der Trading Co., 31 Chungking North Rd., Sec. 3, P.O. Box 743, Taipei (head office: 179 Wu Fwu 4th Rd., Kaohsiung, Taiwan), interested in visiting manufacturers and suppliers of **pharmaceuticals** and **fine chemicals**; also in obtaining information on pharmaceutical industry and special pharmaceutical products suitable for Taiwan market. Mid-May via Honolulu for 3 months; c/o Chinese Consulate General, 30 Rockefeller Plaza, New York 20, N.Y. Itinerary: Los Angeles, San Francisco, Seattle, Chicago, Detroit, New York, Philadelphia, possibly other cities.

United Arab Republic (Egypt)

Essam Eldin Roushby, representing Department of Industrial Planning, Ministry of Industry, Cairo, interested in **food-processing plants** and **food-processing machinery plants**; also technical information. May 15 via New York for approx. 1 year. c/o M. K. El-Hehiawy, U.A.R. Embassy, Purchasing Bureau, 2215 Wyoming Ave., NW., Washington, D.C. Itinerary: Richmond; San Francisco; San Jose, Whittier, Calif.; Lakeland, Orlando, Fla.; Chicago; Indianapolis; Brockton; Niagara Falls; Cincinnati; Columbus; Baltimore; Berlin, Wis.

Machinery . . .

(Continued from page 965)

384 Surgical, Medical, Dental Instruments, Supplies

Protective clothing; industrial personal protection, safety equipment, including goggles, shields, masks. Ludwig Lindgens K.G., P.O. Box 343, Muelheim/Ruhr. WTD 11/9/59.

394 Toys, Amusement, Sporting, Athletic Goods

Tennis trainers, inflatable tents, sporting equipment. Hans Hoffman, 14 Koellnbrinkweg, Westerfeld/Hanover.

Import

285 Paints, Varnishes, Lacquers, Enamels, Related Products

Plastic paints. F. Schacht K.G., P.O. Box 62, Braunschweig.★

353 Construction, Mining, Materials Handling Machinery, Equipment

Conveyor chains. Theodor Tilemann K.G., Brunnenstrasse 10, Gevelsberg. WTD 4/14/60.

354 Metalworking Machinery, Equipment

Magnetic adjustable blow hammers. Elmeg Elektromechanik, Voehrum Strasse, Peine. WTD 12/5/61.

Carbide reamers, carbide cutting tools. Fabrik fuer Praezisionwerkzeuge Dr. Kress K.G., Aalen/Wuerttemberg.★

Metal cutting, shaping tools. Karl Hertzel GmbH, 11 Wehlauer Strasse, Fuerth/Bayern.★

355 Special Industry Machinery, Except Metalworking Machinery

Hydraulic cutting presses for all materials except metals. Schoen & Cie. GmbH, Teichstrasse 19, Pirmasens.★

356 General Industrial Machinery, Equipment

Hydraulic presses, die sets, pneumatic indexing rotary tables. Fischer-Brodbeck GmbH, Wiedachstrasse, Weinsberg/Wuertt. WTD 11/17/61.★

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Patents for system for probing materials by shock wave signals; velocity-dependent measuring, control systems; ultrasonic carburetor. Impulsphysik Dr.-Ing. Frank Fruengel GmbH, 400 Suelldorfer Landstrasse, Hamburg-Rissen (also Otto Dietrich, Impuls Physik, Inc., Yonkers, N.Y., will give technical assistance). WTD 6/1/60.★

Dial indicators with magnetic bases. Fritz Schmidt, 17 a Kirkstrasse, Efringen-Kirchen.★

471 Freight Forwarding

Customs services; freight forwarding, domestic shipping, full range of export shipping services. Schenker & Co. GmbH, 69 Faulenstrasse, Bremen.★

NEW TRADE LISTS

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices, Telephone WO. 7-4130 in Washington. The price is $1 a list.

Most lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated April unless otherwise indicated.

Air Conditioning and Refrigeration Equipment Importers, Dealers, and Manufacturers—Algeria.
Air Conditioning and Refrigeration Equipment Importers, Dealers, and Manufacturers—Denmark.
Automotive Vehicle and Equipment Importers and Dealers—Ceylon.
Business Firms—Reunion.
Cannery and Frozen Food Producers and Exporters—Costa Rica.
Canneries—The Netherlands.
Chemical Importers and Dealers—Bolivia.
Chemical Importers and Dealers—Thailand.
Chemical Importers and Dealers—Uruguay.
Clothing Manufacturers—Nicaragua.
Clothing Manufacturers—Trinidad, W.I.
Dairy Producers—Belgium.
Dry Goods and Clothing Importers and Dealers—Mexico.
Electronic Component Manufacturers—Japan.
Electronic Equipment, Electronic Tubes, and other Electronic Components and Accessories Importers, Dealers, and Manufacturers—Ecuador.
Fertilizer Importers, Dealers, Manufacturers, and Exporters—Australia.
Fruit and Nut Importers, Dealers, and Exporters—Nicaragua.
Laundry and Drycleaning Industry—Italy.
Laundry and Drycleaning Industry—Netherlands.
Lumber, Plywood, and Veneer Importers, Agents, and Exporters—Austria.
Motion Picture Industry—Greece.
Musical Instrument Importers and Dealers—Federal Republic of Germany and West Berlin.
Oils (Animal, Fish, and Vegetable) Importers, Dealers, Producers, Refiners, and Exporters—Hong Kong.
Petroleum Products Importers and Dealers—Guatemala.
Petroleum Products Importers, Dealers, Producers, and Refiners—Philippines.
Printers, Lithogravers, Engravers, and Publishers—Finland.
Printers, Lithographers, Engravers, and Publishers—Iraq.
Rubber Goods Manufacturers—Mexico.
Textile Industry—Haiti.

Colombia to Make Studies Of Watershed Development

The Colombian Government is planning to undertake studies for development of the Sinu River watershed.

The Inter-American Development Bank has approved a technical assistance loan of $753,726 from its Fund for Special Operations to help finance the studies.

Borrower is the Magdalena and Sinu Valley Authority (Corporación de los Valles del Magdalena y del Sinu), an autonomous agency of the Colombian Government created in 1960 to promote the economic development of the region.

The Sinu River flows from south to north along a 100-mile course through the Province of Cordoba, in northern Colombia, and empties into the Caribbean Sea about 70 miles southwest of Cartagena.

The valley, 6 to 25 miles wide, is a potentially rich agricultural region, but periodic flooding renders more than 600,000 acres of arable land temporarily unusable.

In addition, the valley's northern portion lacks sufficient rainfall and irrigation systems.

Part of Master Plan

The technical assistance funds will be used to engage Colombian and foreign consultants to undertake hydraulic, agricultural, forestry and fishery studies as part of a master plan for development of the watershed.

The studies will include:

- Preparation of plans for river works to prevent flooding and to irrigate about 800,000 acres, and for utilization of the hydroelectric power potential.
- Studies for an irrigation and drainage system to improve another 600,000 acres.
- River surveys to determine navigational possibilities and fish reserves.
- Studies on land tenure and use, soil analysis, and costs of agricultural and livestock production in the region.
- Feasibility studies on the irrigation and drainage projects.
- Inventory of forestry resources, and establishment of a forestry station to provide instruction and guidance to timber users.

Total cost of the studies, to be undertaken over a 3-year period, is estimated at $910,000.

Up to $380,000 of the technical assistance loan will be extended in dollars or in currencies of other member countries.

The remainder will be extended in Colombian currency—3.3 million Colombian pesos.

Public Works Program in Yucatan Scheduled by Mexican Government

Mexico plans to construct 12 water supply systems and a sewer system in communities of the Yucatan Peninsula.

The projects are expected to benefit about 277,000 persons.

A $9.2 million loan from the Inter-American Development Bank will help finance the construction work.

Borrower is Nacional Financiera, S.A., an agency of the Mexican Government responsible for negotiating foreign credits.

The projects will be carried out by the Secretaria de Recursos Hidraúlicos, a governmental agency in charge of construction of public works in Mexico.

The projects will benefit the city of Mérida, the capital of the State of Yucatán, and the communities of Progreso, Chelén, Chicxulub, Tizimin, Espita, Izamal, Maxcanu, Halacho, Motul, Ticul and Valladolid.

These communities contain about 44% of the Peninsula's population.

The projects include construction of catchment wells, purifying plants and reservoirs and the installation of pumping equipment, conduits and home connection lines.

The sewer system will be built in the city of Chemutal, in the Territorio de Quintana Roo.

The projects are to be completed in 1963, at a total cost of about $15.3 million.

The Trust Fund loan will finance 60% of the cost; another 29% will be financed with resources of the Secretaria, and 11% with State government funds.

At present, about 7% of the Peninsula's population has access to potable water service, through house connections or public hydrants.

High Mortality Rate

The rest of the population is supplied from wells and from stored rain water, sources with little or no protection against pollution.

Lack of an adequate potable water supply in the Peninsula is reflected in a high mortality rate caused by waterborne diseases.

The projects are expected to contribute to the economic development of Yucatan by making the region more attractive to industry and by leading to an increase in tourism.

In addition, the projects should reduce unemployment in the region and stimulate the national economy through increased local expenditures.

About $1.5 million of the Trust Fund loan will be used to cover foreign exchange costs of the projects.

The rest of the loan—about $7.7 million—and the funds being contributed by the Secretaria de Recursos Hidraulicos and by the State government—about $6.1 million—will be used to cover local costs.

Mexican authorities recently established a uniform schedule of water rates throughout the region.

Revenues from these rates and from home connection fees are expected to cover, over a long period, the major portion of the amortization costs of the loan.

Baghdad Airport Contract Given Bulgarian Firm

BAGHDAD—The Economic Planning Board of Iraq has awarded the contract for construction of the first stage of the Baghdad airport to the Bulgarian Techno-Export firm at a cost of $13,218,800 (4,721,000 dinars).

The initial stage includes civil engineering works together with construction of the principal 3-kilometer runway, a parking ramp, all roads within the area and lighting fixtures for the runway and ramp area.

The job must be finished in 2 years, according to the contract.

The first stage contract is expected to be signed and the corner stone to be laid by the Prime Minister during the coming July 14 celebrations.

Tenders for additional stages of the airport have not been announced as yet.

Cost of the entire project will reach an estimated $42 million (15 million dinars).

U.S. Shipments to Djakarta Found to Be Poorly Packed

U.S. shipments which go to Djakarta generally are not packed sturdily enough to withstand the rough handling to be expected at that Indonesian port.

As a result, reports the U.S. Embassy there, considerable damage is done to the shipments.

South Asian Garment Plant Proposed as Joint Venture

A South Asian manufacturer seeks a joint venture to set up a small factory to make cotton garments.

Initially, he proposes to produce low-priced readymade wear—women's dresses, boys' and men's pajamas, dress shirts, sport shirts and girls' school uniforms.

A joint stock company is proposed with U.S. ownership up to 100% of the outstanding shares.

The local company would provide space for the plant, labor, an adequate supply of locally produced cotton cloth, and would assist in marketing.

The U.S. investor would provide an estimated $100,000 for purchase of machinery, technical know-how and management.

The area market for such garments is expected to expand rather rapidly in the next few years as women change to western dress and school enrollments rise.

Comparatively high-priced imports from Western Europe now supply most of the clothing requirements.

Write to the Office of International Investment, Code 1-230-1, U.S. Department of Commerce, Washington 25, D.C.

Trinidad, Tobago Cite Industrial Benefits

A new booklet, *Invest in Trinidad and Tobago*, outlines such factors as incentive laws, strategic business location, and ample power resources which have contributed to the area's 10% annual increase in gross national product and made the islands attractive to foreign investors.

The booklet is the latest of several publications prepared by the Trinidad and Tobago Industrial Development Corp. (IDC), the officially designated organization in charge of industrial expansion.

Of special interest in the booklet are the list of about 150 industries already eligible for tax holiday concessions and the brief discussions of the accelerated depreciation allowances and preferential tariff rates in British Commonwealth markets, offered to investors.

National income and expenditure, principal imports, and services rendered investors by the IDS are also covered.

The booket is available on loan from either the American Republics Division or from the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

New Industries Invited In Venezuelan State

The State of Zulia in northwestern Venezuela, which surrounds Lake Maracaibo, is looking for capital investment and the technical skills needed to establish new industries.

U.S. investors in Zulian industry will be given free land and utilities will be available.

Various cities in the state have granted tax benefits to new industries.

Preferably, investments would be mixed capital ventures with majority control by Venezuelans.

A recent report of the Governor of Zulia highlights the work of the newly established Industrial Development Commission (PROINZU) whose members come from banking, commercial, labor, government, and opposition groups.

PROINZU seeks to encourage and coordinate private, government, and labor groups in order to expand and diversify Zulia's industries. So far, 6 new medium-sized industries in the electrical, chemical, and food fields have been set up.

Credits have been secured for industrialists through the Corporacion Venezuelano de Fomento, technical assistance has been given, and an industrial census of Maracaibo is being prepared.

Studies of a number of industries have been made and one of these, on the potentials for a cheese factory, is available in Spanish.

Write to the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Glass, Chemical Equipment Cited

Joint Venture, Technical Help Asked For 2 Industrial Projects in India

Two Indian firms seek assistance from American manufacturers in order to produce curved windshield glass or chemical plant equipment.

A Bombay producer of industrial equipment wants U.S. technical and financial collaboration to make chemical plant equipment, such as pressure vessels and storage spheres, distillation columns, and heat exchangers.

The Government of India has granted an industrial license for the manufacture of up to a total of 10,000 tons a year of these goods.

This firm operates as a joint stock company, is active in the rayon and chemical industries, and employs about 250.

A large number of dyestuff, chemical, and rayon plants in India require the products the firm plans to produce, according to reports.

Of an estimated $105 million for chemical machinery and equipment required through 1966, only $12.6 million will be supplied from home production.

The firm porposes to expand its existing facilities near Bombay where road, railway, and major seaport facilities are available, and estimate the total fixed-asset cost to be $6.3 million.

Also, it is estimated that 75% of the machinery can be procured in India.

Rupee needs can be raised by share capital and foreign-exchange requirements would have to be met by foreign equity participation or a long-term loan.

Technical know-how and machinery specifications are especially sought.

Inquiries are invited; write to the Office of International Investment, Code 4-355-5, U.S. Department of Commerce, Washington 25, D.C.

☆ ☆ ☆

Another Bombay firm wishes technical collaboration for the production of curved toughened glass for car windshields.

Proposed annual production would be 600,000 sq. ft. based on a single 8-hr. work shift.

The firm was recently established for such production and is headed by an engineer.

The market for curved windshield glass is good, and present annual requirements are met entirely from imports.

Government protection for a home industry is anticipated.

The firm is also interested in purchasing a complete plant for such glass production.

Write to Office of International Investment, Code 4-323-2, U.S. Department of Commerce, Washington 25, D.C.

Electronic Toy, Industrial Product Licenses Sought by 8 British Firms

Five English companies are interested in licenses from U.S. firms to manufacture engineering products.

Three others seek licenses to produce electronic toys; valves, pumps, fire extinguishers, sanitary fittings, and screw machines; or special purpose, mechanical handling, and automation equipment.

● A manufacturer of iron and nonferrous castings wants to produce and sell an engineering product under license.

In exchange for patents, processes and techniques, the firm will offer royalty payments.

Manufacturing facilities include fabrication, machining, and a semimechanized iron foundry.

Write Hermit Industries (Dudley) Ltd., Hermit St., Upper Gornal, Nr. Dudley, Worcs.

● A mechanical engineering company that produces textile, drying, and sugar refining machinery wishes a license to manufacture engineering products.

Its plant includes lathes from a 13-inch swing to a 7-foot diameter face plate and has facilities for planing, milling, drilling, and welding.

Write to Knowles & Co. (Engineers) Ltd., Globe Works, Toller Lane, Bradford 8, Yorkshire.

● Another manufacturer seeks a U.S. license to produce various engineering products and is prepared to consider any product, except sheet metal work.

The firm makes diesel engines and generating sets, gear boxes and transmissions, and gears which have automotive, industrial, and marine applications.

Write to Henry Meadows, Ltd., Fallings Park, Wolverhampton, England.

Firm catalogs and a list of machining capacity are available on loan from the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

● One company wants a license for the manufacture of heavy fabrication and general engineering products.

It is interested in specialized rolling stock, fabricated machine frames, earthmoving equipment, fabricated gear boxes, and mechanical handling equipment.

It makes structural steel work and reinforcing bar and mesh for concrete.

Write to T. C. Jones & Co., Ltd., 91-95 Wood Lane, London W.12.

● A producer of mechanical seals for rotary shafts and lapping machines wants a licensing arrangement to make precision-engineering products for the atomic energy, petroleum, mechanical, aircraft, and shipbuilding industries.

Licenses are also desired on a worldwide basis, exclusive of the United States, and royalty payments are proposed.

Firm has production facilities in Manchester, England and in Ballymena, Northern Ireland, and its products are used in almost every industry where machinery incorporates rotary shafts and sealing devices to prevent leakages.

It also has associated and subsidiary companies or agents covering much of the world, *except* for the U.S.

Write Flexibox Ltd., Nash Rd., Trafford Park, Manchester 17.

● Another firm seeks a license to produce electronic, electrical, or scientific toys or games in which a certain amount of skill and good precision engineering is required.

It manufactures and distributes precision engineering and electronic equipment and makes model diesel engines for model aircraft and boats and radio-control equipment for model industry.

Diversification is sought as its factory, which is well equipped, is too large for its present needs.

Write to E. D. Engineering & Electronics, Ltd., W. Molesey, Surrey.

Further information and product descriptions are available, on loan, from the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

● A manufacturer of valves and pumps, fire extinguishers, sanitary fittings, and screw machines seeks U.S. manufacturing license.

It wishes to produce additional products similar or complementary to its existing line, and offers royalty and profit-sharing payments in exchange for patents, processes, techniques, and services.

Facilities include a design department, drawing office, pattern shop, well-equipped machine shops, and a nonferrous foundry.

Write Charles Winn & Co., Ltd., Granville St., Birmingham 1.

● One firm seeks a license to manufacture special-purpose machinery and mechanical-handling and automation equipment.

Primarily, it is interested in machinery which acts as links between power presses and transfer milling machines, or which carry out loading or unloading operations, replacing manual labor.

Royalties payments are offered for manufacturing rights but any other method of payment would be considered.

Write to J. Simpson & Son (Engineers) Ltd., Moreton Works, Round Green, Luton, Beds.

Capital Requested For Road Projects In South Angola

An Angolan contracting firm seeks American capital participation in major government road construction and expansion projects in southern Angola on which it is interested in bidding.

About 1,548 miles of roadway are involved in 6 projects, with an estimated capital requirement of $42,840,000.

The Government of Angola guarantees repayment, at an interest rate of 6%-7%, within 5 years after completion of the projects; additional terms are open to negotiation.

Descriptive material, in Portuguese, is available on loan from the Office of International Investment, Reference: CE-TEC, U.S. Department of Commerce, Washington 25, D.C.

Write to Construcoes e Estudos Tecnicos de Engenharia Civil, Ltda., Sa da Banderia, C. Postal 237, Angola.

Austrian Industrial Plant Offered to U.S. Company For Textile, Other Uses

An Austrian firm is interested in selling its textile plant to an American manufacturer.

The company manufactures woolen and synthetic fiber blended piece goods for suits and dresses, operates 30 automatic looms, and employs about 45.

The plant premises, in an area of about 32,000 sq. ft., includes a 2-story office-apartment building, and 2 3-story factory buildings on each side.

The plant is considered equally suitable for manufacturers of other than textile goods.

Write to Schafwollwarenfabrik Ernst Stein & Co. GmbH, 12 Gonzagagasse, Vienna 1, Austria.

Paper-Converting Machine License Asked in Sweden

A Swedish firm seeks U.S. licensing to manufacture paper-converting machinery.

It now makes various machinery for the cellulose and paper industries, including hydraulic presses and power-driven electrical trucks.

The firm employs 250 workers.

Write to Lennart Forsberg, sales manager, AB. C. J. Wennbergs Mek, Verkstad, Karlstad.

U.S. Schedules Exhibition At Yugoslav Trade Fair

The U.S. will sponsor an official trade exhibition in Yugoslavia for the 7th consecutive year when it participates in the Zagreb International Trade Fair, Sept. 8-23.

Theme of the U.S. exhibit will be "The Constructive Use of Leisure Time."

L. Edward Scriven, Director of the Bureau of International Business Operations, said the theme will be developed by showing the Yugoslavs how Americans use their leisure time in education, on the farm, in the home, in arts and crafts, and outdoor living and vacationing."

The U.S. exhibit will be one of 11 official displays scheduled around the world this fall by the Bureau's Office of International Trade Fairs.

Two will be in Soviet-bloc countries—Czechoslovakia and Bulgaria.

The U.S. exhibit in Zagreb will be held in the American-built and owned pavilion.

Attendance this year at the pavilion is expected to exceed 1 million.

Five "do-it-yourself" categories will make up the bulk of the pavilion exhibits.

Featured will be a basement workshop, small power garden tools, a farm maintenance shop, small farm machines, self-assembly hi-fi or radio kits, jewelry assembly kits, painting and sculpturing materials and equipment, glider or boat-making kits, fishing and camping equipment, and knitting, sewing and weaving machines.

Trade Centers Schedule

LONDON

Electronic Instruments: June 13-21 (local agents of U.S. manufacturers)

Ladies' Handbags and Accessories: July 3-13

Books: July 25-Aug. 13 (local agents of U.S. manufacturers)

U.S. Department of Agricuture Exhibit: Oct. 1-25

Medical and Surgical Supplies and Equipment: Nov. 8-30

BANGKOK

Light Industrial Woodworking Machinery and Equipment: Until June 15

Medical, Dental, Surgical Equipment and Supplies: July 9-Aug. 17

Automotive Service and Maintenance Equipment: Sept. 10-Oct. 19

"MUSIC MAN" GOES TO THE FAIR: L. W. Echols (above) claims he can have a group of youngsters playing as a unit after "6 easy lessons." He will demonstrate this at the U.S. "solo" exhibition next month in San Salvador.

U.S. Fair in El Salvador To Feature 'Music Man'

The U.S. Department of Commerce is exporting "Mr. Music Man" to San Salvador, where after "6 easy lessons" he will lead a group of 30 El Salvadoran youngsters in band concerts.

L. W. "Jack" Echols, a music instructor with C. G. Conn, Ltd., of Elkhart, Indiana, will demonstrate a collection of American-made musical instruments at the U.S. National Exhibition at San Salvador, June 8-28.

As part of the demonstration, Echols claims he will take a group of 12-year-old youngsters and after 6 lessons have them playing as a unit at the fair.

This is no new experience for Echols. He has equipped and organized school bands throughout the United States.

"I love music and children," he said, "and feel very strongly that learning to play a band instrument is good practice in self discipline.

"It teaches children respect for authority," he added, "helps them coordinate seven fundamental physical processes, and develops the ability to listen and concentrate."

The music exhibit is part of a U.S. trade exhibition which brings together 48 U.S. firms from 13 states.

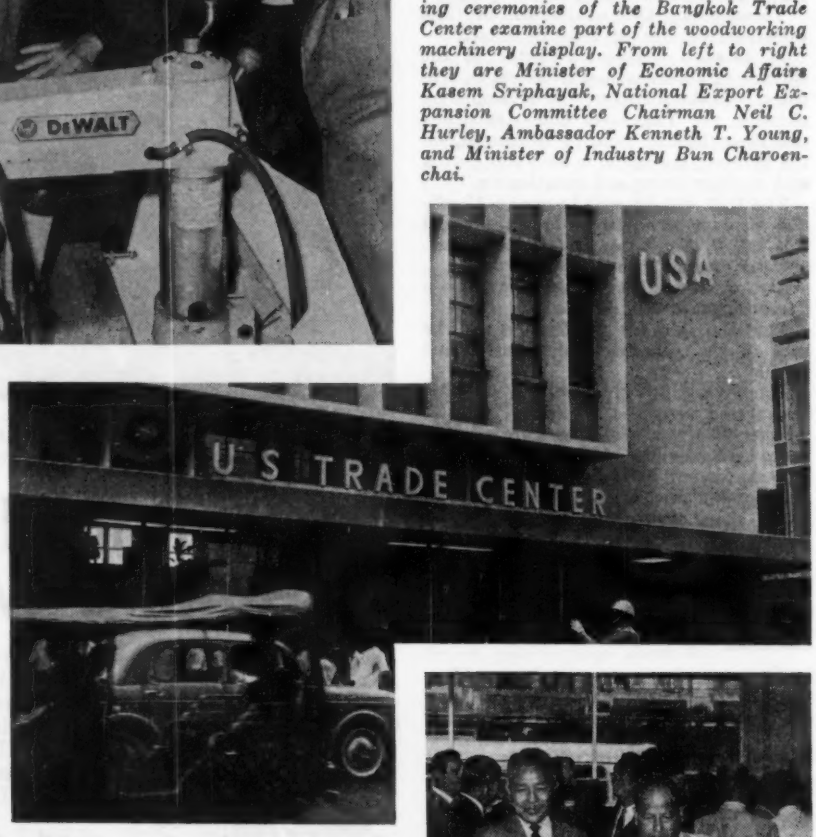
Theme of the fair, a U.S. "solo" and the first sponsored by the Commerce Department in Central America, is "Partners for Progress."

Geared to the "Alliance for Progress" program, it stresses diversification of industry for accelerated economic development.

A number of small industrial shops adaptable to the local economy will be demonstrated.

Opening Day At Center In Bangkok

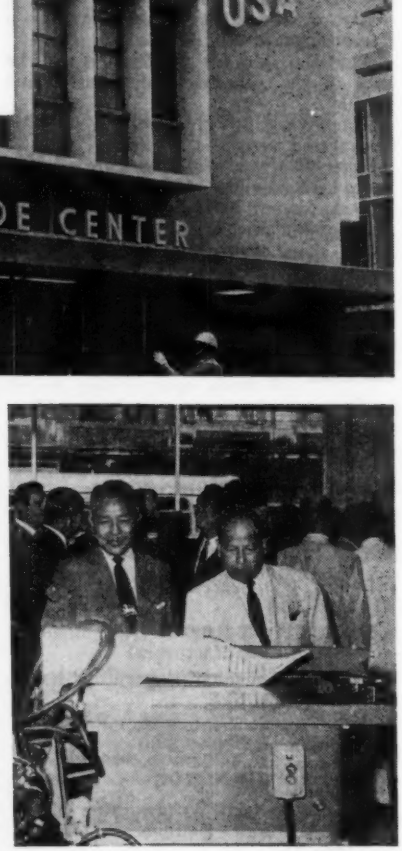
Top U.S. and Thailand Government officials (left) who took part in the opening ceremonies of the Bangkok Trade Center examine part of the woodworking machinery display. From left to right they are Minister of Economic Affairs Kasem Sriphayak, National Export Expansion Committee Chairman Neil C. Hurley, Ambassador Kenneth T. Young, and Minister of Industry Bun Charoenchai.



Crowds (right) begin to arrive for the May 8 opening. The Center, located in downtown Bangkok, is designed to push expansion of U.S. exports in 7 Southeast Asian Countries.

☆ ☆ ☆

U.S. Ambassador Kenneth T. Young, Jr. (below) follows local custom and makes offerings to priests conducting the religious ceremony in connection with the opening.



Looking at part of the exhibit at the Center are Luang Yuktasevi, Director-General of the Thailand Municipal and Public Works Department, and Luang Sitthi Duritabas of the Thai Technical and Economic Committee (TTEC).

Algerian Oil Industry Active as Drilling, Production Accelerate

ALGIERS—The spectacular development of crude oil production and the completion of several new pipelines in 1961 indicate that the Algerian petroleum industry is entering a new phase.

The next period will be characterized by:

1. A continued rise in exploration activities.
2. A minimal expenditure on pipeline construction in the next year or two.
3. Greater ability to self-finance new expenditures.

Crude Oil Production Doubles

Exploratory drilling in the Sahara in 1961 was up about 10% from 1960, and exploration work in northern Algeria expanded greatly, the U.S. Consulate General reports.

Crude oil production doubled from the 1960 level to reach a new high of 121 million barrels, or about 1.4% of total world production.

Production of Hassi R'Mel gas began in early 1961 and dry gas commercialized in Algeria totaled 7.3 billion cubic feet in 1961.

Completion of several pipeline systems will permit the annual export of close to 200 million barrels of crude oil; exports in 1961 rose to about 117 million barrels with 74% going to metropolitan France, 85% in 1960, and the rest mainly to West Germany and the Netherlands.

(Continued on page 982)

India To Manufacture Diesel Locomotives

A 10-year collaboration agreement for technical assistance in producing $200-million worth of diesel locomotives and engines in India has been signed by a locomotive manufacturer, Alco Products, Inc., New York, and the Government of India, with the assistance of the U.S. Department of State and BDSA.

Alco will export about half this amount in the form of components purchased from 30 other U.S. companies.

The agreement is designed to help the Government of India manufacture efficient and competitive diesel-electric locomotives.

Diesel engines for use in stationary and marine power plants will also be produced.

British Fashion Accessory Market Awaits Adaptable U.S. Producers

To sell fashion accessories to the growing British market, offer new styles and competitive prices, but also cater to United Kingdom color preferences, a market research study for the U.S. Trade Center in London advises.

More and more British women are becoming fashion conscious, the market researchers say, but the increasingly affluent younger women in particular avidly follow the newest turn or twist of the fashion world and apparently account for some 30% to 40% of all accessory sales.

Then too, U.K. imports of accessories are taking a greater share of the market—jewelry imports for 1961 increased by 30%, or $2.8 million, over 1960 and footwear imports rose 20%, or almost $5.6 million, in value.

The survey was conducted by a top U.K. market research firm in connection with an accessories show scheduled for the London Trade Center, July 3-13.

While accessories in black, white or browns are always acceptable, the more sophisticated and fashion-conscious public choose colors which follow continental trends and it is this section of the market where American-made merchandise would have most appeal, the research team believes.

The semiannual recommendations of the British Colour Council and the British edition of *Vogue* guide U.K. fashion color preferences and it is important that U.S. manufacturers be acquainted with U.K. color trends.

For the fall-winter season, British *Vogue* will feature copper or reddish browns while, by contrast, the U.S. preference apparently will be for more muted shades which would be unacceptable to the fashion-conscious U.K. woman.

Foreign labels lend intrigue to accessories, too. Identification of accessories with the fashion centers of Paris, Rome or Fifth Avenue enhance their attractiveness to U.K. purchasers.

Top market prospects are:

● HANDBAGS—This market has grown with the introduction of simulated leathers; imported bags apparently account for about 20% of the market and 1961 imports gained about 40% over 1960.

Manufacturers must be able to fill reorders of special colors and styles promptly as buyers place only small initial orders until the season's color-style picture is set.

Good opportunities exist for sales of synthetic leathers, of unusual summer and beach bags, and of more imaginatively styled evening bags.

Sales of colored bags would increase considerably if exact matches with popular shoe shades could be made.

● COSTUME JEWELRY—All women are potential buyers but younger women are the major purchasers and welcome new styles.

If U.S. manufacturers can meet the keen price competition, design, and quality of West German and Czechoslovak jewelry, good market opportunities exist.

● HATS—Create and promote an outstanding and unusual hat style to sell the large potential under-25 age group market, U.S. manufacturers are advised.

Overall, the millinery market is considered good, providing right shape, style, and price are offered.

Traditionally, many high-style imports come from Italy and France and these, modified for British tastes, influence U.K. hat designs.

Usually, hats are produced only in average and large sizes and U.S. manufacturers should be sure their standard sizes conform with those in the U.K.

● SHOES—Shoes have become a main fashion need, and the market is a growing and competitive one.

Keyed to U.K. fashion requirements, American high-style shoes will likely find their best market through department stores and leading independent shops.

While high-fashion shoes comprise the major market, walking and casual shoes, and decorative evening shoes are also important.

Shoes for export to the U.K. should carry the equivalent U.K. size—a U.S. size 4½ would be a U.K. size 3.

● GLOVES—If U.S. glove makers can compete in quality and price, a substantial market in fabric gloves exists, particularly in the introduction of new materials.

Color ranges, washability, and low prices make fabric gloves popular and younger women, who buy at least 4 pairs a year, choose these for feminine patterns and color.

For information on U.K. import duties and purchase taxes on accessories, write to the British Commonwealth Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

Leather Goods Market in Germany Continues to Expand; Imports Up 18%

STUTTGART—The 1961 West German market for leather manufactures was characterized by a strong domestic demand resulting from an increasing standard of living and a trend toward prestige purchases. This trend is expected to continue, the U.S. Consulate General reports.

The value of production of the West German leather goods industry was about 2.3% higher in 1961 than in 1960, and 1962 is also expected to show a modest increase.

Imports increased 18% in 1961 and are expected to continue upward. Exports were up only 3% and are likely to show about the same growth during 1962.

The severe labor shortage, together with rapidly rising wages, has forced some West German shoe firms to Italy while others are establishing branches there to take advantage of the labor surplus and lower wages.

Some firms are also contracting out work. For example, shoe parts are shipped to Italy for stitching and hand detailing, and glove tranks are contracted to Belgium and the Scandinavian countries.

Wages Increase

Wages in the shoe industry—almost 28% of total costs—increased nearly 10% during 1961, and are now 30% higher than in the Netherlands and Italy, 10% to 15% higher than in Belgium, and 5% to 10% higher than in France.

Footwear production increased from 130 million pairs in 1960 to 135 million pairs in 1961 and is expected to increase again in 1962.

Shoe imports continued to be about twice as high as exports, with Italy supplying almost 55% of West Germany's shoe imports. Both the style and the prices of Italian shoes account for their success in Germany.

Sweden and Belgium-Luxembourg are the principal markets for West Germany's shoe exports.

U.S. exports of shoes to West Germany increased from 8,894 pairs valued at $18,647 in 1960 to 20,390 pairs valued at $62,434 in 1961. West German exports of shoes to the United States increased from 204,172 pairs valued at $1,413,402 in 1960 to 207,391 pairs valued at $1,414,494.

Wages in West Germany's glove industry represent nearly 30% of total costs and are expected to increase by another 8% or 9% in 1962.

Sales of West German leather gloves are expected to decrease again in 1962, because of rising costs, plus increasing competition on the domestic and foreign markets from Italy, Japan and France.

U.S. exports of gloves and other leather products to West Germany increased from $25,495 in 1960 to $65,266 in 1961. West German exports of gloves to the U.S. increased from $964,450 in 1960 to $1,045,533 in 1961, but exports of other leather manufactures dropped from $5,961,600 to $5,228,103 in the same period.

Australian Rutile Contract Signed by Company in U.S.

CANBERRA—E. I. du Pont de Nemours recently agreed to purchase 30,000 tons of Australian rutile for each of the next 5 years, the U.S. Embassy reports.

Peko-Wallsend Investments, Ltd. and Coffs Harbour Rutile N.L. won the $11¼-million contract, and have formed a joint managerial company, Rutile & Zircon Mines (Newcastle) Ltd., to control the combined operations.

The rutile will be shipped from Newcastle, Australia, in 10,000-ton lots.

The ore will supplement Du Pont's supplies from 2 operations near Starke, Fla., and will be used to produce titanium metal sponge and titanium dioxide pigment.

Japanese Concern Plans Production of Polyether

KOBE-OSAKA—Takeda Pharmaceutical Industries, Ltd., Osaka, is seeking Japanese Ministry of International Trade and Industry (MITI) approval to enter a technical agreement with a U.S. company for the production of alkalene oxide polyether, the U.S. Consulate General reports.

The chemical is an important building block in polyurethane foam production.

A year ago Takeda concluded an agreement with a U.S. company for production of 2,4-toluenediisocyanate, the other basic chemical for the foam, and is now building a 100-ton-a-month plant for its production in Tokuyama, Yamaguchi Province.

If the agreement is approved, the company plans to construct a 2,000-ton-a-year plant by 1963, also in Tokuyama. Under the agreement, to be valid for 10 years, Takeda will pay the licensor $275,000 a year in royalties plus 2.5% of annual sales.

Nitto Chemical Co., Ltd., Tokyo, is negotiating with a U.S. firm for a similar agreement.

Japan has been totally dependent upon imports of polyether used in new types of rigid and flexible foams which have become increasingly important for cushioning insulation and numerous other applications.

Polyurethane may largely replace other foamed materials such as rubber, vinyls, polystyrene, and polyesters.

Petroleum Industry Active in Algeria

(Continued from page 981)

Eight 50-year producing concessions were granted in late 1961 and 12 more were granted early this year.

Priority to French Interests

As to the future, the political evolution of Algeria and its relationship with France is the most important factor.

According to the agreement made at Evian in March 1962, the existing rights and procedures will be largely retained after the emergence of an independent Algeria, including the French Saharan departments.

In the matter of new permits and concessions, priority is to be given to French interests for 6 years.

Algeria will thus benefit from an assured export market and Government royalties while France will be able to obtain crude oil payable in francs.

Production of crude oil should reach an estimated 160 million barrels for 1962, if there are no major interruptions in production and pipeline operations.

Total investment expenditures in Saharan petroleum are expected to decline about 25% in 1962 to a level of $200 million.

A more complete report of the petroleum industry in Algeria and the Sahara for 1961 is available on loan from the Africa Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

Reports in the Commodity News department generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions, based on dispatches from U.S. Foreign Service posts and departmental research.

Israel Announces Measures to End Import Controls

A pair of forthcoming measures which will substantially liberalize Israel's import trade were announced by the Government during the latter part of April.

Import licenses will be abolished on June 1 for goods which don't compete with Israeli manufactures and for which licenses have previously been freely issued, according to the U.S. Embassy in Tel Aviv.

These commodities approximated $120 million in 1961, about one-fourth of Israel's commercial imports.

The new measure will affect some foodstuffs, quarry products, chemicals, timber, metals, machinery, and transport equipment, including railway cars, aircraft and vessels.

Wheat, sugar and soy beans, which have heretofore been imported by the Government, will be turned over to private traders if they agree to maintain adequate stocks.

Hot House Shattered

In an attempt to end what is openly described as a "hot-house economy" absolute protection will be dropped for five commodities which cannot compete with imported products even with the assistance of a reasonable protective tariff.

Israeli manufactures affected are alarm clocks, linseed oil, shellac, sewing machines, and starch.

The Government has also announced its intention of working out reasonable protective tariffs within the next 3 years which will permit the abolition of quota controls on the remaining 400 to 500 imported products.

Argentina's Deficit Almost Tripled in 1961

Argentina's 1961 imports totaled $1,460.3 million (up 17% from 1960), while exports were only $964.1 million (down 11% from 1960).

Her net trade deficit of $496.2 million for 1961, contrasts markedly with the deficit of only $170 million in 1960, according to the U.S. Embassy in Buenos Aires.

Exports to the United States during 1961 were $83,778,000, or 8.7% of total exports (compared with $90 million or 8.3% in 1960); and imports from the United States reached $383,115,000, or 26.2% of total imports in 1961 (compared with $327 million, or 26.2% in 1960).

Bumper Coffee Crop

Business Outlook Mixed In Stabilizing El Salvador

El Salvador is still a good place to do business, depending on whom you want to do business with.

Businessmen's reports for the first quarter of 1962 were decidedly mixed. Some said business was very good; some said it was slow; others reported it as downright bad.

Inexpensive lines aimed at low-income groups were finding things better, while products reaching for the high-income market were moving slowly, according to the U.S. Embassy in San Salvador.

If this situation continues, it would indicate emergence of improved purchasing power among El Salvador's poor.

Business Generally Good

Overall, business appears substantially better than a year ago.

Sales of automotive units and farm machinery are better, and textiles and canned food products are selling well.

However, the construction industry remains sluggish and several important hardware dealers give discouraging reports.

The Central Bank's international reserves rose 70%, from $18.2 million (45.4 million colons) to $31 million (77.5 million colons), during the first two months of 1962, due to credit and import restrictions imposed by a stabilization agreement with the International Monetary Fund (IMF).

The rise was partially seasonal, reflecting export earnings from the coffee and cotton crops.

During February the Central Bank repaid $2 million of the $8 million stabilization debt to the IMF.

Credit Tight

Central Bank credit to private banks and institutions continued to decline during first quarter 1962, in line with IMF goals, from $33.9 million to $26.8 million.

Credit to the private banks alone shrunk by 48% in the first 2 months of 1962, and the trend continues.

On the other hand, private sector loans to private institutions, chiefly the Salvadoran Coffee Company and the Cotton Cooperative, shot up from $8.1 million to $13.6 million from January 1 to February 28.

Exports and imports have settled back into "normal" levels after an "extravagant" 1960. January and February imports totaled $18.4 million, while exports for the same period amounted to $28.5 million.

By the end of March disbursement of the first block of $11.2 million in loans from the Inter-American Development Bank (IDB) had been approved.

Actual disbursement within the country was still some time away, however.

The long-discussed IDB housing loan of $6 million to the Salvadoran Institute for Urban Housing appeared to have been definitely approved by the Bank in early April, although disbursement must await passage of pending housing legislation.

The Agency for International Development (AID) will finance more than $4¼ million worth of projects in El Salvador during 1962, including a rural water facilities program.

Bumper Coffee Crop

El Salvador's 1961-62 coffee crop is the largest in history.

The crop is now picked, and export estimates run as high as 1.7 million 132 lb. bags.

With an anticipated International Coffee Agreement (ICA) export quota of around 1.3 million bags, El Salvador will probably have to dispose of some 400,000 bags of "retention" coffee.

Local sugar circles expressed considerable satisfaction over the U.S. Department of Agriculture announcement that El Salvador has been granted a nonquota sugar allocation of 5,000 of the 12,000 tons of raw sugar she offered for 1962 sale.

Will Buy U.S. Goods

This announcement was based on the commodity exchange plan, whereby El Salvador will buy U.S. surplus agricultural commodities in exchange for the allocation.

As of April 14, the Salvadoran Cotton Cooperative had ginned 213,884 bales of an estimated 275,000 bale cotton crop for 1961-62.

Japan continued to be the principal market, accounting for 80% of sales, and prices were generally good, at around $28.12 per hundred pounds.

Venezuela Ends Oil Grants, Adjusts Currency, Imports

Venezuela has passed 2 foreign exchange measures designed to provide her with some of the revenues needed to diversify her oil-heavy economy.

The Government has also announced that no further concessions will be given to foreign oil firms, in line with the policy of "Venezuelization" of the oil industry.

Decree 724, the first of the measures which were passed on April 2, abolished the 1960 and 1961 arrangements for the registration of foreign capital which entered Venezuela prior to November 1960.

Henceforth, payments of dividends and other transactions on such capital will be made at the free exchange rate rather than at the controlled rate of 3.35 bolivares to $1.

Exceptions will be made for import payments and loan and interest payments to creditors owning less than 50% of debtor firms.

Second More Important

Decree 725, of far greater significance, removed all but about 15% of imports from the list of merchandise entitled to the controlled rate.

Previously, 60 to 70% of imports came in at the controlled rate.

Although this decree is certain to cause many short term adjustments, the long range effect on the economy will very likely be salutary.

The change in the price structure will in the long run stimulate rational domestic production and decrease Venezuela's dependence on imports.

It may even bring about a favorable adjustment in Venezuela's balance of payments almost immediately, according to U.S. government economists.

Mr. Otero, the Minister of Finance, pointed to the balance of payments deficit as the principal reason for the measure.

The Treasury will also receive a considerable increase in exchange profits.

These additional funds are slated for public investment aimed at stimulating the private sector of the economy.

On the other hand, the changes will almost certainly bring about a rise in living costs, especially among middle and upper income groups. Unless speculative factors get out of hand, however, a price spiral is not expected to result.

The Government said the exchange measures were issued at this time because the Central Bank had predicted an exchange deficit of $150 million for 1962.

The predicted deficit was foreshadowed by pressure on exchange reserves in the first 3 months of the year.

Reserve sight deposits were about $27 million lower on February 28 than they were two months earlier, but the government was not driven to the 'last resort' of selling some of its substantial gold holdings.

The foreign exchange controversy boosted dollar quotations on local stock markets to their highest level in almost a year when they reached 4.65 Bolivares on March 29, a spread of 7 points above the controlled bank "free" rate of 4.58 Bolivares.

The market remained uncertain in early April, but the spread was reduced.

Reduces Public Debt

Venezuela's public debt was reduced by $43 million (130 million Bolivares) during March. The reduction was due principally to a payment of $33.3 million (111 million Bolivares) on a 1960 bank loan. Venezuela's public external debt now stands at $220 million, including about $10 million in obligations contracted by autonomous Government institutions without the guarantee of the Nation.

An additional 150 million in external loans have been contracted but not drawn.

The Treasury cash balance was $105.7 million (349 million Bolivares) on February 28, more than 100 million Bolivares higher than on December 31. Government expenditures during the first two months of the year were unusually low, however, because of conversion to a new accounting system. Cash balance pressures are expected to increase.

President Betancourt announced a new economic plan for the years 1962-65 in his March 12 "State of the Union" message.

The plan aims at creating 500,000 new jobs to reduce unemployment from the present 15% of the labor force to 4½% by 1965.

The jobs will be created by stemming migration to the cities and maintaining an annual economic growth rate of 7%.

Main emphasis will be on industry (11.1% annual growth), agriculture (9.8% annual growth), and the provision of a balanced economic framework. The plan assumes an annual growth rate of only 4% in petroleum production.

At the same time, the Minister of Development announced that 1961 investment in the manufacturing industry amounted to a record $218 million (719 million Bolivares).

He said that industrial development policy in 1962 would encourage new lines of production using local raw materials.

Foreign capital will be encouraged to combine with Venezuelan capital and guidelines will be issued to assure maximum security to foreign capital. The Government will continue to provide strong financial assistance for industrial development and to encourage the decentralization of industry.

Oil Concessions Ended

During March, the Minister of Mines and Hydrocarbons told the opening session of the First Venezuelan Petroleum Congress that Venezuela must continue to produce more petroleum with more Venezuelan labor, technicians and materials.

He predicted a 'Venezuelization' of the petroleum industry, and stated that it is government policy not to grant any further petroleum concessions.

He pointed out, however, that private industry can arrange with the Venezuelan Petroleum Corp. for exploration and development of the areas granted to the Corporation by the Venezuelan Government.

The Corporation, the Minister said, will continue to expand and will create a need for more petroleum workers and technicians.

No Tax Increase

He also said that taxes on the oil companies will not be increased in the foreseeable future, and when most of the present concessions expire some 20 years from now the government intends to contract with private industry for the further exploitation of the areas.

Addressing the closing session of the Petroleum Congress, President Betancourt said the government is seeking a higher level of new investment in the petroleum industry to encourage development of reserves and assure a steady supply of oil to the international market. To replace the government's policy of no concessions, he reaffirmed that private industry could enter into contracts with the Venezuelan Petroleum Corp.

Oil production for the period January 1 through April 4, 1962 was a record 3,183,000 barrels per day compared to 3,014,000 barrels per day for the same period in 1961, an increase of 5.61%. However, as of March 21, only 31 rigs were operating compared to the weekly average of thirty-four in 1961.

Iron ore production averaged 1,098,000 metric tons per month in January and February, a dip of 30% from the same period in 1961. Industry sources blamed the intense competition of Swedish, African and other South American iron ore in the international market.

The Venezuelan Steel Co. at Matanzas now has 3 furnaces in operation and 2

Financial Woes Temper Costa Rica's Optimism

Costa Rica's commercial and industrial circles have been cautiously optimistic since February's peaceful and decisive presidential election, but her economy remains in a chronic trough caused by depressed prices for her chief export crops, coffee, bananas and cocoa, the U.S. Embassy in San Jose reports.

Coffee prices did rally moderately at the end of March.

Nevertheless, national finances slid deeper into the red, and the government has defaulted on the servicing of both its domestic and foreign debt.

Spokesmen for the incoming Orlich administration announced that financial assistance was being sought abroad. President-elect Francisco Orlich, himself a former businessman, campaigned on a platform advocating attraction of foreign business to Costa Rica.

Activity under the Government Industrial Encouragement Law is proceeding at an accelerated pace, and two foreign companies recently signed contracts with the government to build oil refineries in Costa Rica.

Domestic trade was sluggish early in the quarter, but seemed to perk up after the election.

Spokesmen for the new administration emphasize their intention of incorporating Costa Rica into the Central American common market.

Coffee Prices Rally

The Costa Rican Coffee Office estimates the 1962 crop at about 69,200 tons, of which more than 48,000 tons already have been sold for future and immediate delivery. The average price rose almost $40 per ton during the last 2 weeks of March.

Construction has begun on a national slaughterhouse to be operated by the National Production Council in Montecillos, 16 miles west of San Jose. This plant will supply the Central Plateau area.

Machinery and equipment already have been imported from Holland and Denmark, and cattle slaughtering is scheduled to start near the end of 1962.

Meantime, the U.S. owned meat processing plant at Barranca remains closed, with its owners looking for a buyer.

Industrialization Stepped Up

Since passage of the Industrial Encouragement Law of September 1959, the Government reports that it has signed 52 contracts for new industries or expansion of existing industrial facilities.

These contracts call for an additional capital investment of $18.3 million (120.9 million colones).

Thirty-three new contracts were signed during 1961, compared with 8 the previous year.

In March, the Government signed contracts with Texaco Refineria Costarricense S.A. (U.S.) and with Cerro Azul de Costa Rica (Mexican) for the construction of 2 oil refineries, each with a capacity of 5,000 barrels per day.

Both refineries are slated for construction in the Puerto Limon area of economically-depressed Limon Province.

In the last quarter of 1961 the Government announced it had signed a contract with Fertica S.A., for construction of a chemical fertilizer plant producing nitric acid, ammonium nitrate, and other chemical fertilizers.

Clearance and leveling of the plant site near the Pacific port of Puntarenas is already underway. The plant will be equipped by C & I Girdler International of Cincinnati.

The Costa Rican Government has hired Meissner Engineers, Inc. of Chicago as consultants on the proposed water distribution and sewerage system for San Jose.

Loans totaling $8 million were obtained from the Export Bank and the Development Loan Fund for this project.

Naranjilla Processing

A small modern plant was inaugurated recently for the processing of naranjilla, a fruit reputedly resembling both an orange and a tomato.

Growing naranjilla for export in pulp form is being promoted as a means of diversifying Costa Rica's agriculture.

Kativo S.A. of Costa Rica has contracted with E. I. DuPont de Nemours to mix a line of DuPont paints, enamels and lacquers for distribution in the Central American market.

Despite these encouraging signs the Government's financial position is still cause for serious concern.

The 1961 deficit was estimated at $9.1 million, including the revenue from a $6.8 million bond issue.

Servicing of the internal bonded debt was suspended in February, and the external debt situation continued to deteriorate. In addition to the long-ignored French debt, sterling bonds were in default and the Government fell behind on some of its dollar obligations.

Confidence in the currency picked up after it became apparent that last September's devaluation under the Economic Stabilization Plan would not be repeated.

Foreign exchange reserves totaled $24.6 million at the end of March, compared with $17.9 million a year ago and $19.9 million at the end of February.

Domestic Commerce Quickens

The volume of trade experienced a sharp upswing in the second half of February, with school supplies, school clothing and back-to-school items showing the way. By March numerous other commodities began to move well, principally soft goods.

Excluding sales of TV sets, which were still considered satisfactory, electrical household appliances and furniture sales were generally poor throughout the period.

Foreign trade figures for calendar 1961 reveal an import excess of $27.4 million.

Costa Rica's 1961 exports were valued at $79.8 million, a decrease of $9.2 million (about 10%) from 1960.

Imports also dropped during 1961, falling from $110.4 million in 1960 to $107.2 million (about 3%).

---

shipments of pig iron have already been made to Japan.

The Agrarian Reform Program moves ahead rapidly, and several hundred property titles were distributed to settlers by President Betancourt as he toured rural areas.

The Ministry of Health announced delivery of 1,500 new houses to campesinos during March and plans for record agricultural and livestock loans in 1962 were announced by the Agricultural Bank (BAP).

The corn production campaign, embracing thousands of small farms, was accelerated by the importation of tractors and the planned provision of equipment, fertilizers and seeds to plant about 375,000 acres.

Mixed Feed Plant

Molinos Nacionales (MONACA), an affiliate of International Milling, announced plans for a $1.2 million mixed feed plant with a daily capacity of 250 tons.

The 1961 rice crop was 18% greater than 1960's, and imports of rice should decline in 1962.

The Ministry of Public Works recently received bids on the construction of a two-lane highway suspension bridge across the Orinoco River.

March 1962 marked the ninth consecutive month in which import tonnages exceeded those of the corresponding month of the previous year. These figures still have not regained the 200,000 ton range of late 1959, however.

Huge Projects Completed, Pakistan Orders More

Pakistan's 5-year plan is yielding its first concrete results in a series of recently completed development projects.

Far from relaxing, however, the country is contracting for new ventures as soon as the "old" ones are finished.

At January's Aid-to-Pakistan Consortium meeting in Washington, held under the auspices of the World Bank, the participating Governments agreed to provide the full $945 million in foreign exchange which the Pakistan Planning Commission estimates will be required for the second and third years of the Second 5-Year Plan.

The tempo of the Indus Basin Works increased markedly with the formal award of a contract for the construction of the Mangla Dam to a group of U.S. firms headed by Guy F. Atkinson Co.

Preliminary work began immediately on this $355 million project, which is due for completion in 1968.

A $25.5 million contract for construction of the Trimmu-Sidhnai Link Canal was also awarded to Kaiser Engineers of the U.S.

The West Pakistan Water and Power Development Authority tentatively awarded 2 other contracts for projects connected with the Indus Basin Works, but they are subject to final approval by the International Bank for Reconstruction and Development.

One was awarded to a British-Danish combine for the construction of the Malis Syphon Project at a cost of $22.7 million, and the other to a French firm for the construction of the Sadhnai barrage at a cost of $25.7 million.

Giant Dam Finished

The huge $73.5 million multipurpose Karnafuli Dam, the largest U.S. aid-financed project in East Pakistan, was inaugurated on March 31, 1962. It was built by the International Engineering Co. of the U.S.

The project includes a 2,200-foot main dam, a 745-foot spillway, a 256 square mile lake and reservoir with a storage capacity of 4.35 million acre feet, a powerhouse with two 40,000 kilowatt generators (a third generator due to be installed shortly will raise the ultimate power capacity to 120,000 kilowatts), a saddle dam, and various ancillary works.

The completed project will provide hydroelectric power and flood control for a wide area of East Pakistan, as well as helping develop fisheries, promote tourism, and provide navigable channels for the development of the region's timber resources.

In March the Government of Canada agreed to construct a 25,000 kilowatt power station at Sukkur, to be powered by natural gas from the nearby Sui gas fields.

The Canadian Government will provide the entire foreign exchange component of the project, estimated at 7.2 million Canadian dollars.

Equally significant was the completion of the Karachi water purification plant. It has a daily capacity of 70 million gallons which can be expanded to 280 million gallons. This marks the end of the first phase of the Greater Karachi Bulk Water Supply Scheme, begun in 1954.

The Guddu Barrage at Kashmir on the Indus River was completed and went into operation in February, after 6 years of construction.

The total cost of the project is estimated at about $77.8 million which has been financed almost entirely out of the Government of Pakistan's own resources, except for UN technical assistance.

Pakistan and Yugoslavia have agreed to erect and electrify 160 tubewells in the Chaj Doab salinity and reclamation project area near Gujrat, West Pakistan.

The $2.1 million agreement is a barter arrangement whereby Pakistan will pay for the equipment and services by exporting jute to Yugoslavia.

State Development Firm Splits

The Government has also announced that the Pakistan Industrial Development Corporation (PIDC) would be divided into 2 separate corporations, one for each wing of the country. The PIDC was set up in 1952 to develop industries that private enterprise either could not or would not undertake on its own.

One of the first jobs for the East PIDC is the Chittagong steel mill. In February, tenders were let in Japan which would meet the entire foreign exchange cost of the mill, now estimated at about $18 million.

Japanese steel companies will arrange for equity capital, and $3 million has already been earmarked for the steel mill out of the Japanese Government's $20 million loan of 1960.

The annual capacity of the plant will be 100,000 tons, compared with the 350,000-ton mill to be constructed by an American group in Karachi.

The mill will use imported pig iron, scrap, coal and fuel oil, although eventually some of the fuel requirements may be met by natural gas.

The Fenchuganj fertilizer plant in East Pakistan, built by a Japanese firm, was formally inaugurated in February. The plant cost $51.7 million and can produce 117,000 tons of urea annually.

East Lacks Cement

The cement shortage continues to plague East Pakistan's development program. The only cement plant in East Pakistan must get all its limestone from India, and it is sometimes subject to serious supply difficulties.

Many projects have been delayed, and an adequate future supply is vitally necessary to uninterrupted development and economic growth in the East Wing.

The Government is trying to develop the limestone desposits near Sunamganj, which are fairly extensive, but present a serious mining problem.

The Japan Consulting Institute, which also prepared the feasibility report for the Chittagong steel mill, reported favorably on the feasibility of building a cement plant near the limestone deposits.

A proposed oil refinery in Chittagong has generated world-wide interest. Aside from the joint proposal of the Burmah Oil Company, Shell International, and Esso, interest has been expressed by the French, Rumanians, Japanese, Belgians, Italians, and an independent American oil producer.

So far the only concrete proposal has been that of the Western oil companies, who along with Caltex are putting up the refinery at Karachi and also surveyed the Chittagong area to locate a site.

Tenders have not yet been issued for the Chittagong refinery.

Natural Gas Expands

The Government of Pakistan and the Burmah Oil Company have agreed to lay a northern extension to the Sui-Multan natural gas pipeline, which will run thru Lahore to Rawalpindi.

Burmah Oil and the West Pakistan Industrial Development Corporation (WPIDC) will form a company to lay the pipeline and distribute the gas.

Pakistan Shell, which found gas at Rashidpur and Kailas Tila in East Pakistan, has submitted a feasibility study to the Government for a pipeline to transmit gas to Dacca, Chittagong, and Chandergona (the site of the Karnafuli Paper Mill). The proposed project would cost an estimated $21 million.

Overall Picture Healthy

The first quarter of 1962 appears to have been a healthy one in all areas of economic activity and development.

While the money market was tight, the country's food situation remained satisfactory, imports and exports continued

Growing Panama Wrestles With Chronic Trade Deficit

Panama's economy took a giant step toward self-sufficiency in 1961, but her trade deficit also rose to a new high, indicating that she isn't out of the economic woods yet.

Expansionary forces were evident in practically all sectors of Panama's economy during 1961.

The fourth quarter business upturn was sharper than the ordinary seasonal rise. Inventories, which were excessive at the beginning of the quarter, were reduced to satisfactory levels.

Further recovery of the banana sector was the year's most cheering agricultural development.

Owing mainly to a sharp rise in banana exports, there was a marked export improvement for the year. However, despite a substantial contraction in the fourth quarter, imports continued to outstrip exports.

The annual deficit in the merchandise trade account rose sharply to a record high in 1961 and the outlook for 1962 indicates that imports will again advance much more rapidly than exports.

Prospective expansion in investment will involve heavy expenditures on capital goods imports which will probably stimulate some rise in imports of consumer goods.

Stepped-Up Competition

Some of the increased import demand will result in procurement of U.S. equipment and supplies for projects financed by U.S. agencies.

However, United States exporters can expect stiff competition from European and Japanese exporters. This is particularly true in the area of consumer goods, where European and Japanese exporters have outdone their U.S. rivals in catering to the needs of the small importing firms which constitute a large portion of the Panamanian import market.

An increasing percentage of the nation's business enterprise is also shifting from foreign to Panamanian ownership.

Total investment rose during the final quarter of 1961, as expanding public expenditures more than offset a slackening in private investment.

The National Planning Bureau reported that the Gross National Product jumped 8% in 1961 to $460 million, which averages out to a national income of $415 per capita, a gain of 5% over 1960.

The Governments of the U.S. and Panama have signed a General Agreement for Technical and Economic Cooperation under the Alliance for Progress.

The U.S. will provide grants totaling $12.5 million during fiscal 1962 for economic and social development projects approved under the Government of Panama's 5-year plan for 1962-66.

In a 15-month period ending in March 1962, the Government of Panama borrowed $25.5 million from the Development Loan Fund, the Inter-American Development Bank, and the International Bank for Reconstruction and Development.

A significant share of these funds will be invested in Panamanian economic and social development projects during 1962.

Despite a marked gain in revenues during the year, Panama incurred another deficit in 1961.

The national debt now amounts to $95.2 million, or nearly 10% more than at the end of 1960.

This year's budget has been increased to $66.8 million.

The increased expenditures are to be financed by new taxes imposed on land holdings, imported cars, local and imported liquor, and income from shares, dividends and sources other than real estate. These increases will be borne to a large extent by the higher income groups.

Supporting legislation was passed which provides for more efficient tax administration by plugging various loopholes in the tax system.

A record high in private lending activity and a moderate drop in deposits were the principal banking developments during late 1961. Total loans outstanding amounted to $104.1 million, or nearly 10% more than a year earlier.

Loanable funds will be very tight throughout 1962 unless there is a significant increase in private bank deposits.

Foreign collections were paid promptly, while local collections ranged from slow to fair.

Declining world market prices and previous heavy losses caused the Economic Development Institute (IFE) to reduce coffee support prices in the fourth quarter of 1961.

Law No. 46 of December 28, 1961 established the Panamanian Coffee Institute (Instituto Panameno del Cafe), endowed with wide powers over all aspects of coffee preparation, processing and trade.

The IFE will continue to buy the domestic coffee crop until such time as the new Institute acquires sufficient funds from government subsidies, and an adequate organization to handle coffee purchases.

Canal Cargoes Up

The number of ships transiting the Panama Canal reflected only a slight gain over 1960, but the cargo tonnage was appreciably larger.

The first of 3 stages in a new telecommunications system was inaugurated last November, when Telecomunicacions, S.A. began to provide long-distance telephone service by microwave between Panama City and David, near the Costa Rican border.

Additional circuits will be added in 1962, and by the end of 1964 the enterprise will be equipped to provide radiotelephone and radio-telegraph service throughout the country.

In spite of the rise in general economic activity, unemployment continued to constitute a serious problem in both the urban centers and rural areas.

During late 1961 labor organizing problems developed among the Canal Zone dock workers, some of whom belong to local unions affiliated with the International Longshoremen's Assn. (ILA) and the National Maritime Union (NMU) in the United States.

---

to expand, foreign exchange earnings held steady, and the balance of payments on current account was expected to show a small surplus.

In West Pakistan, wheat prices held steady because a good harvest is expected and there are heavy stocks of imported wheat in Government warehouses.

In East Pakistan, rice prices also maintained their level and supplies were plentiful in the open market. Continued rice imports from Burma under the long-term import program and shipments from West Pakistan augmented the province's rice supplies.

Prospects for all export crops are good, with exports of jute, raw cotton, carpet wool, rice, and tea running well ahead of last year's levels.

Total jute earnings will probably exceed the 1961 level in spite of the plentiful supplies and declining world prices in 1962.

Financially Stable

Pakistan's foreign exchange reserves rose $.6 million during the first quarter of 1962, from $247.1 to $247.7.

Money supply also remained steady, rising from 6,200.6 to 6,246.9 million rupees.

Bank credit and deposits continued to expand, with some contraction originating mainly in the Government sector. Currency in circulation fell less than 1% during the period.

The cost of living indices for Pakistan's industrial workers held steady during the quarter, as did the consumer price index for clerical workers in Karachi.

Colombian Economy Gains Despite Coffee Slump

Sagging coffee prices and lowered world demand for coffee continue to plague the Colombian economy, but record breaking steel performance in 1961 and a recent customs agreement with her Latin neighbors have brightened her economic prospects.

A World Bank mission has completed an on-the-spot study of Colombia's 10-year development plan, and its findings will determine the feasibility of financing the plan through an international consortium, according to the U.S. Embassy in Bogota.

Aside from the trade gap the Colombian economy continued its steady development during the year.

Output of Acerias Paz del Rio, Colombia's principal steel mill, reached a record 123,000 tons in 1961.

Profits for the year totalled more than 17 million pesos while sales amounted to 110,643 tons of finished products.

The mill has applied to the International Bank for Reconstruction and Development for a loan of $22 million to expand facilities.

First Auto Plant

The first automobile assembly plant, Compania Colombiana de Motores, S.A. (COLOMOTORES), began operations in February.

The plant is expected to assemble 5,000 vehicles in 1962. It will initially employ about 1,000 workers.

The United States government provided $2 million of the $3 million cost for a ground study of the Pan American Highway through the Darien Gap in Colombia and Panama.

The survey, which will also include a jeep trail, is expected to be completed in 3 years.

The Flota Mercante Grancolombiana recently announced that it would barter coffee for 3 cargo vessels to be built in Sevilla, Spain.

Grancolombiana already operates several ships obtained under similar barter deals a year ago.

Bogota's 135,000 kw. of electric power capacity reportedly will be increased to over 250,000 kw. before the end of 1962, at which time rationing will probably be discontinued.

Bogota should have an adequate supply of about 400,000 kw. by 1964.

The Alliance for Progress has loaned Colombia 10 million pesos in Public Law 480 funds for the construction of low cost housing, medical facilities and schools at the port of Buenaventura.

After the first negotiations with other members of the Latin American Free Trade Association (LAFTA) were completed in March, Colombia reduced or eliminated its customs duties on 268 products imported from the LAFTA countries. Most of these concessions were on agricultural goods and raw materials.

Colombia also terminated its bilateral commercial treaty with Ecuador, due to requirements imposed by membership in LAFTA.

However, duty concessions previously granted to Ecuador under the agreement will remain in effect through 1962.

Imports Spiral

Despite tightened credit, first quarter imports rose more than 24% over 1961 levels to $119.3 million.

Meanwhile, exports at $82.3 million remained practically unchanged compared to the first quarter of 1961.

Expanding economic activity and a favorable exchange rate were probably the principal factors contributing to the increased imports.

On the export side, lower coffee prices and a lower export volume of coffee prevented an overall rise.

Actual coffee exports were 1,200,061 sacks, of which 816,432 went to the U.S.

The Bank of the Republic has announced that Colombia's overall balance of payments deficit amounted to $110 million in 1961.

At the same time, the Minister of Finance said the Government was negotiating credits abroad to strengthen her balance of payments position and to assure monetary stability.

The dollar became dearer in the free market, with the average rate of exchange during March quoted at 8.82 pesos per dollar, although the official import exchange rate remained at 6.7 pesos to the dollar.

Central Bank holding of gold and foreign exchange rose slightly to $137 million.

Quiet Elections

The March elections for both houses of the National Congress, Departmental Assemblies, and Municipal Councils were conducted in a generally peaceful manner with the National Front government obtaining a majority in both houses of Congress.

The recently completed Presidential elections were also held with a minimum of violence.

Embassy States Australian Policy On Alien Investors

The Australian Embassy has provided the following policy statement to clarify its Government's position on foreign investment in Australia and to correct any other impression that the article on the trade outlook in that country, which appeared in the April 30, 1962 issue of the Foreign Commerce Weekly, may have given:

"There are no provisions in Australia (such as exist in some countries) requiring local participation in the capital or management of the companies set up in Australia by oversea interests, although many oversea companies have found that their aims are best achieved in association with an Australian enterprise.

"The association may range from production by the Australian firm under license or royalty agreements to the setting up of a new Australian Company in which the provision of both capital and management is shared.

No Rules Laid Down

"While in general it is considered desirable that there be Australian participation in ownership and management, no rules are laid down by the Government.

"The policy of encouraging oversea investment in Australia is reflected in the administration of exchange control. All remittances abroad from Australia require exchange control approval.

"In practice, however, no restrictions are imposed on current (i.e. non-capital) transactions and the Australian trading banks have been authorized to deal with the great majority of these transactions as agents of Exchange Control.

"All current net income (after taxation) accruing to firms of individuals resident overseas may be remitted without restriction.

"Net income includes royalties and service charges (provided the relevant arrangements have been approved, where necessary by Exchange Control) as well as profits, dividends and interest.

"Approval is also normally granted for the repatriation of capital by overseas residents.

"Advance commitments to allow repatriation are not entered into, but approval would be withheld only in cases where the circumstances were exceptional.

"Australia values its past record of fair treatment of applications for repatriation and would not lightly damage the reputation it has earned in this field."

'Heavy' Finnmark Slated To Circulate Next Jan. 1

HELSINKI—A new "heavy" Finnmark—equal to 100 present Finnmarks—will be introduced next Jan. 1 under legislation passed by Parliament, the U.S. Embassy reports.

Official value of the new Finnmark is expected to be $0.3125 (present official value: $0.003125).

Printing of new notes and minting of new coinage are already underway, and the Bank of Finland expects completion of all preliminaries before the end of the year.

Old notes and coins still in circulation after Jan. 1 will remain valid, but reduced in value to one hundredth of the face amount.

Since paper currency normally is withdrawn from circulation rapidly, banking authorities believe dual circulation of new and old currency will be brief.

The legislation makes the Cabinet rather than the Bank of Finland the final authority on alteration of the international value of the Finnmark.

The Cabinet is authorized either to endorse or reject—but not to modify—alterations proposed by the central bank.

U.K. Drops Move to Halt Polyethylene 'Dumping'

Price increases by United States and Italian exporters of polyethylene to Britain have made academic a move to have the United Kingdom's Board of Trade impose "anti-dumping" duties on polyethylene in blocks, lumps, powders (including moulding powders), granules, flakes and similar bulk forms.

Announcing this, the Board stated it will impose duties under the 1957 Customs Duties (Dumping and Subsidies) Act in the event that polyethylene from abroad is dumped to undercut prices prevailing on the British market.

Statement Supplements Indian Import Policy

NEW DELHI—The Government of India, in issuing a supplement to its announced annual import licensing policy, has demonstrated the scope of the new arrangement, the U.S. Embassy reports.

Annual licenses issued to actual users will be for newsprint, chemicals, paints, dyes, acids, fertilizers, glass, ceramics, industrial gases, pulp, paper, leather goods, raw materials for small industries and industries producing engineering goods.

No annual licenses will be issued for capital goods, heavy electrical plant and machinery equipment, and certain raw materials such as cotton, jute, wool, and artificial silk yarns.

Annual licenses will be given to established importers of non-ferrous metals, scrap, alloys, power-driven road rollers, spare parts of marine and diesel engines, and component parts of machinery.

Established importers may also receive licenses for importing garage tools, motor vehicle parts, and machinery spare parts from the United States under Development Loan Fund credits.

The earlier policy statement was reported in FCW, May 21, page 944.

Chile Sets New Import Deposit Requirements

SANTIAGO—New Chilean Government bonds are being issued to replace $70 million of dollar bonds previously used by importers to meet import deposit requirements, according to the U.S. Embassy.

While the old bonds—paying 5% interest—were used in place of cash as deposits on imports, the new bonds may be used in place of cash as a deposit on authorized imports only when the bonds deposit is equivalent to 5 times the surcharge (additional tax) on the registered import.

New curbs also require that all imported merchandise be received within 120 days from the import registration date.

At registration of import operations the required deposit can be in the form of cash or the new bonds bearing 7% interest, to be amortized at the rate of 20% every 6 months.

Pending Dutch Tax Cut To Boost U.S. Camera, Refrigerator Markets

THE HAGUE—U.S. refrigerators, cameras and photographic equipment may find wider markets in The Netherlands under a bill (FCW, Mar. 12, p. 435 and Apr. 2, p. 572) moving towards June enactment in Parliament.

The bill would reduce turnover taxes and allow tax refunds on existing dealers' inventories.

About three-quarters of the items now subject to the 18% turnover tax rate would pay only 5% under the proposed law.

Several Items Affected

Items affected—in addition to refrigerators and photographic equipment—would include furniture of teak and other tropical woods, private aircraft, clocks and watches made of non-precious metals, sporting firearms, toy electric trains, certain types of brushes, nylon shoes, binoculars and oysters.

Refrigerators are now beginning to be bought by Dutch middle income groups, and the expected turnover tax reduction would make for a larger market for both the smaller types usually purchased in the Netherlands and standard American sizes.

For many other categories in the tax-reduction bill, however, the Dutch market appears limited or European products may be too competitive.

The 18% turnover tax rate would remain in effect on private motor cars and tires, television sets, goods of natural fur and natural silk, precious jewelry (excluding articles plated with precious metals), perfumes and cigarette paper.

Nicaraguan Duties Rise On Deodorants, Utensils

The Nicaraguan Government has raised import duties on deodorants and aluminum cooking utensils, according to *Diario Oficial*.

Affected items and their new duties, in U.S. dollars per gross kilogram and percent ad valorem on c.i.f. value (former status in parentheses), follow:

552-01-07-4. Deodorants for personal use, $1 plus 30% ($0.93 plus 20%).

699-14-01. Pots, pans and dishes, of aluminum, coated or not, $0.70 plus 10% ($0.30 plus 10%).

Ceylonese Requisition Foreign Oil Facilities

Ceylon's seizure of 108 high-volume gasoline service stations and other bulk distributing and marine bunkering installations of 3 British and American petroleum companies is calculated to make the Government-owned Ceylon Oil Corp. the largest oil distributor in the country, handling supplies from the Soviet Union, Rumania and the United Arab Republic.

Much of Ceylon's 13,000-barrel daily requirement will now be supplied by the Government corporation.

With assets estimated at $20 million, the U.S.-owned Esso Standard Eastern and California Texas Oil Companies (the latter's Ceylon subsidiary being jointly owned by Texaco and Standard Oil of California) and the British-owned Shell Oil Co. are protesting the major seizures, which threaten their continued operations in Ceylon.

Under the Act of May 29, 1961, the Ceylon Petroleum Corp. may engage in all phases of marketing and may take over any properties required for its functioning. The Act provides for compensation but does not specify time or method of payment.

In urging Parliamentary approval for establishment of the corporation in 1961, the Government envisioned lower petroleum prices and freight rates, the possibility of bartering Ceylonese products for oil supplies, and profits from oil bunkering operations.

The bulk of oil supplies to be handled by the Corporation are to be provided under a December 1961 Ceylon-U.S.S.R. agreement for a minimum quantity of 1,250,000 tons of petroleum products over a 5-year period (amounting to about $30 million at world market prices), with the proceeds to be used for purchase of Ceylonese products.

In February 1962 an agreement was signed for Rumania to supply a small quantity of petroleum products; in March, a 5-year contract with the United Arab Republic for purchase by Ceylon of about $1 million annually in petroleum products.

Bolivia Eliminates Machinery Duties

LA PAZ—Imported machinery and spare parts for use in Bolivia's manufacturing activities were freed from all customs duties and consular fees under a Supreme Decree published May 3.

Free importation is limited to items which are not domestically produced.

The Minister of Finance will specify all items affected.

The action resulted from demands by the National Chamber of Industries and the General Confederation of Factory Workers for Government aid to depressed domestic industry.

Brazil Fights Inflation With Exchange Controls; Cruzeiro Rate Changed

RIO DE JANEIRO—In a move to control an inflationary spiral which has increased Brazil's cost of living by almost 50% in a year, the Bank of Brazil last week depreciated its quoted exchange rate for the cruzeiro, the U.S. Embassy reports.

On May 21, the Bank of Brazil opened quotations on the free market at 350 cruzeiros per dollar buying and 359.3 cruzeiros per dollar selling. (The exchange rate had been pegged since January by the bank at 310 buying and 318 selling.)

In response to rumors, the parallel nonofficial market rate rose to 379 cruzeiros per dollar by May 18, then to 387 on May 21 after the new Bank of Brazil rate was announced.

A related action was the implementation of Superintendency of Money and Credit (SUMOC) Instruction 226 of May 18, suspending until Sept. 30 the gradual reduction on the 150-day import deposit requirements, maintaining the deposit at 100% of importation value.

Importers will receive 30% instead of 100% of the value of the deposit in Bank of Brazil notes, with the rest remaining a cash deposit—decreasing the availability of credit, since importers had been discounting these notes.

The prior deposit on financial transfers has been maintained at 10% since April.

SUMOC Instruction 225 (May 18) raised commercial bank reserve requirements from 14 to 22% on demand deposits and from 7 to 14% on time deposits.

Netherlands Bank Limits Foreign Loan Licensing

THE HAGUE—Foreign borrowing to be licensed in 1962 on the Dutch capital market will be considerably below the 1961 level of $159 million (577 million guilders), the U.S. Embassy reports.

Over the next few months the Netherlands Bank will license about $41.4 million (150 million guilders) in foreign loans.

Further licensing will depend on the Netherlands balance-of-payments situation and, like last year, will be limited to governmental and public utility institutions.

The Netherlands Bank, while seeking to reduce domestic liquidity and rapid credit expansion, is also concerned over the 1962-63 balance of payments outlook and wants to retain ample reserves.

Crop-Saving Bugs Duty-Free in Peru

LIMA—Insect and plague-destroying organisms will be freed of all import duties and surcharges under a policy announced by the Peruvian Government, according to the U.S. Embassy.

Upon authorization of the Bureau of Agricultural Inspection and Control in the Ministry of Agriculture, duties and surcharges will be waived for shipments of beneficial viruses, bacteria, cultures, fungi and insects.

Importations may be made only by experimental stations, agricultural associations and similar groups.

The new policy is based on Supreme Decree No. 4, Mar. 16, 1962.

Léopoldville Embassy Opens in Washington

The Embassy of the Republic of the Congo (Léopoldville) was officially opened at 4800 Sixteenth St., N.W., Washington, D.C. on April 9.

Staff members are: *Chargé d'Affaires*—M. Joseph Pongo; *First Secretary*—M. Arsene Dionge; *First Secretary*—M. Louis N'Duke.

The telephone number is 829-0190; office hours—weekdays, 9 a.m.-6 p.m.; Saturdays, 9 a.m.-12 noon.

First Duty-Free Industrial Sub-Zone Inaugurated by U.S. In Puerto Rico

On May 10 a valve was opened on board the tanker "Texaco Europe," anchored less than a mile off shore, permitting almost 120,000 barrels of naphtha to flow through an underwater pipeline to the Union Carbide hydrocarbon plant in Penuelas, Puerto Rico.

This activated the first purely industrial foreign-trade zone area ever established under the Foreign-Trade Zones Act.

In February the Foreign-Trade Zones Board issued a grant to the Puerto Rico Industrial Development Company, a public corporation of the Commonwealth of Puerto Rico, which permitted the operation of the Union Carbide plant as a foreign-trade sub-zone for specialized purposes.

The plant uses refinery gas, imported light virgin naphtha, or any other hydrocarbon suitable for processing into various hydrocarbon products, and these raw materials may now be transferred into the customs area, re-exported, or consumed as fuel within the sub-zone.

The Act authorizes the Foreign-Trade Zones Board, consisting of the Secretaries of Commerce, Treasury, and the Army, to grant to qualified public or private corporations permission to establish and operate foreign-trade zones, subzones and special purpose zones.

These are controlled areas into which all categories of foreign and domestic merchandise can enter without paying customs duties.

Merchandise may be stored in the zone, handled, displayed, used for processing and manufacturing, and subsequently shipped abroad or imported into the customs territory of the United States.

Special purpose, or sub-zones, may be established to permit businessmen to store, assemble, or process goods at supervised plants or locations apart from the primary foreign-trade zone areas.

Customs duties are paid only on such foreign merchandise transferred into the United States. The zones are particularly useful for re-export and trans-shipment of foreign goods, and in manufacturing where foreign ingredients or component parts are used.

Guinea Buys $2.6 Million Of PL480 Wheat and Rice

Guinea has agreed to buy $2.6 million in surplus U.S. agricultural products under the provisions of Public Law 480.

Under the terms of the agreement, the U.S. will ship 770,000 bushels of wheat and wheat flour (worth $1.8 million) and 11 million pounds of rice (worth $.8 million) to Guinea.

U.S. Denies Bunker Fuels To Cuba Traders

Vessels carrying cargo between Cuba and Sino-Soviet bloc ports are denied bunker fuels at U.S. ports by the licensing policy of the Department of Commerce.

The Department's Bureau of International Programs has reaffirmed its policy of avoiding any U.S. contribution to trade and traffic contrary to the security export controls and objectives of the U.S.

The export control regulations prohibit the supply of bunker fuel to vessels registered in, controlled by, or under charter to a Soviet-bloc country or one of its nationals.

Instead of General License "Ship Stores," they must apply for a validated license. Under the Department's licensing policy, such an application is automatically denied if the vessel is carrying cargo between Cuba and a Sino-Soviet port.

This policy regarding vessels trading with Cuba is not well known.

More familiar is the embargo on bunker fuels to vessels owned, controlled, or chartered by Communist China, North Korea, and the Communist controlled areas of Viet-Nam or their nationals, which has been in effect for many years.

South Viet-Nam Buys 15,000 Bales of Cotton

The Goverment of Viet-Nam has contracted to buy $2.1 million in U.S. surplus cotton under the terms of Title I of PL480.

The cotton, which amounts to approximately 15,000 bales, will be paid for in Vietnamese currency. These funds will then be made available for loan to U.S. businessmen or their affiliates doing business in South Viet-Nam.

First COMAP Task Force Scans Latin Housing

Following through quickly after a meeting with President John F. Kennedy, the Department of Commerce Committee for the Alliance for Progress (COMAP) last week dispatched its first "Task Force" fact-finding team to the Dominican Republic.

Commerce Secretary Luther H. Hodges pledged the Task Force his "full support" in its efforts "to enlist additional U.S. private-sector support for housing development" in the Dominican Republic.

The team's mission will be typical of four other task forces set up during COMAP's first meeting May 9—to seek out the business needs and opportunities offered in Latin America, then advise the Government as to how U.S. private enterprise can best channel its entrepreneurial talents into the Alliance for Progress program.

Peter R. Nehemkis, Jr., Washington Counsel for the Whirlpool Corp., and Chairman of COMAP's Task Force on Housing, is leading the first mission to the Dominican Republic.

Other Task Force members are: Marshall Erdman of Marshall Erdman Associates, Inc., a home-building firm of Madison, Wis.; George E. McCloskey of St. Joseph, Mich., a retired engineer who serves as a consultant to the Whirlpool Corp.; and Claude W. Courand, Director, American Republics Division, Department of Commerce.

In the Dominican Republic, the group was joined by Rodman Rockefeller, Vice President, Housing, of the International Basic Economy Corp. of New York City, who is serving as a consultant to the Task Force.

COMAP was established by Secretary Hodges, in consultation with the President, the State Department, the Agency for International Development (AID), and other Government agencies, to advise the Government on how specific investment and joint-venture opportunities in Latin America can best be stimulated.

In addition to its housing unit, the 23-member group is organized into other task forces dealing with metal processing, transportation, food processing, and support of the Central American Common Market, now in the formative stage.

AID Loans Stimulate Current Sales; Develop Future Customers For U.S.

Foreign countries have spent more than $76 million in U.S. aid funds on commodity purchases from U.S. businessmen during the first four months of 1962, according to the Agency for International Development (AID).

Terms of all economic assistance programs provide that American suppliers have an opportunity to bid on contracts from the foreign country. In the case of development loans, AID requires that all commodities purchased outside the assisted nation be procured from U.S. sources.

AID reported that the foreign purchases brought supply orders to every part of the United States and included products ranging from construction machinery to medical supplies.

Sellers included all segments of the American economy, from the well-known industrial giants to local small manufacturing and service establishments.

Part of the total represents payments to transport firms which start the shipments on their way overseas.

Actual Figures Higher

The figures are derived from foreign exchange bank reports of letters of credit for AID-financed contracts awarded by governments or private businesses in aided countries.

Actually, the full total of AID-supported orders from abroad is larger, since AID's figures reflect only letters of credit in excess of $10,000.

AID spokesman point out that apart from the immediate effect of foreign assistance funds in stimulating business, the beneficiary countries are enabled to progress toward emergence as regular export customers of U.S. producers.

Serves As Matchmaker

In addition, over $9.5 million has been committed to U.S. organizations for service contracts under the AID program.

Service contracts are awarded to business firms, universities or selected foundations.

AID's function usually is one of bringing together the foreign and American parties to a contract after a specific need for technical assistance or development study is known. However, AID sometimes awards contracts itself when sending a consulting or study team to an assisted country.

In Latin America

University of Wisconsin Named To Conduct Study of Land Reform

A contract to conduct an extensive land reform study in Latin America under the Alliance for Progress has been awarded the University of Wisconsin.

Fowler Hamilton, Administrator of the Agency for International Development (AID), signed the agreement with university officials in Madison, Wis.

The study will take place over 5 years, beginning with an initial 3-year funding of $1,250,000.

Dealing with social, legal, economic, and administrative aspects of the agricultural structure of the countries under study, the project is designed to help U.S. foreign assistance missions and Latin American governments in the land-reform objectives of the Alliance for Progress.

In awarding the research contract, AID is drawing upon the recognized capabilities of the University of Wisconsin in the fields of agricultural economics, law, and rural sociology.

Much of the study will be conducted in the Latin American countries; the university will use its own researchers as well as those from the host nations, AID officials say.

The university probably will field three research teams as well as conduct the study on the Madison campus, according to present plans.

Selected personnel probably will be brought from Latin America to Madison for advanced training.

The university is currently conducting another foreign assistance project for AID in India.

In a $691,500 5-year program continuing into 1964, it is working with the Bengal Engineering College and the University of Roorkee in the fields of engineering and education.

Pakistan Gets $45 Million Loan For Steel Needs

The U.S. has loaned Pakistan $45 million for iron and steel purchases from American producers.

This is the first in a series of commodity loans aiding Pakistan's second 5-year plan in fulfillment of our 2-year, $500 million commitment under the Pakistan Consortium Agreement.

The loan, which had been agreed upon in January, was officially signed in Karachi on May 12.

Pakistan will use the funds to buy the following items from U.S. producers: pig iron, mild steel billets, mild steel black sheets, mild steel galvanized sheets (corrugated and plain), mild steel plates, tin plate, mild steel wire (black and galvanized), electrical steel sheets, structurals (angles, tees, channels, joints, beams and girders), mild steel rounds above 3 inches in diameter, fittings, strips and hoops and special steel and ferro alloys.

The U.S. has given Pakistan more than $1.5 billion in non-military grants and loans since the first technical assistance agreement between the two countries more than 10 years ago.

The greater part of the dollar aid has been used for commodities that were resold for rupees, which have for the most part been returned to the Government of Pakistan in loans and grants for economic development and military budget support.

AID Helps Farm Union Start African Co-ops

The Agency for International Development has signed a contract with the National Farmers Union (NFU) for pilot training programs in agricultural cooperative leadership in two African countries.

The countries have not been designated but one will be in East and one in West Africa.

The contract will activate a training program developed by the three American members of the International Federation of Agricultural Producers (IFAP): the National Grange, the National Council of Farmer Cooperatives and the National Farmers Union itself.

The contract authorized NFU to use IFAP facilities in operating the two programs, which will demonstrate the use of agricultural cooperatives to improve the economy of farmers. It calls for $180,000 in funding by AID over a period of 18 months.

☆ U.S. GOVERNMENT PRINTING OFFICE: 1962—611962/45

Export Promotion Calendar

May

Star (★) indicates U.S. Department of Commerce exhibit participation.

29—Second Annual Conference On Exports, Chamber of Commerce Auditorium, Baton Rouge, Louisiana. Commerce Speaker: Fredrick S. Magnussen, Business and Defense Services Administration. Sponsors: Baton Rouge Chamber of Commerce; Louisiana Manufacturers Association; Louisiana Department of Commerce and Industry; Louisiana-Mississippi Regional Export Expansion Council; U. S. Small Business Administration; U. S. Department of Commerce.

29—Fort Worth Export-Import Club monthly dinner meeting, Worth Hotel, Fort Worth, Tex.

31-June 1—4th Annual Institute on Private Investments Abroad and Foreign Trade, International Comparative Law Center, Hillcrest at Daniels, Dallas, Tex. Commerce speaker: Clarence I. Blau, Bureau of International Programs.

June

1—30th Annual Meeting, Dental Manufacturers Assn. of America, Shawnee, Pa. Commerce Speaker: John A. Moran, Bureau of International Business Operations.

5—Export Seminar. Illinois Committee for Trade Expansion, Hilton Inn, Aurora, Ill. Commerce Speaker: Anthony J. Buchar, Manager, Chicago Field Office.

6—Export Trade Seminar, Hillsdale College, Hillsdale, Mich.

7—World Trade Conference, Portland, Oreg. Sponsor: World Affairs Council of Oregon. Commerce speaker: Paul E. Pauly, Bureau of International Business Operations.

7—Foreign Credit Insurance Symposium, LaSalle Hotel, Chicago, Ill. Sponsor: Chicago International Trade Club. Commerce Speaker: Anthony J. Buchar, Manager, Chicago Field Office.

7-11—Export Sales Clinic No. 4, American Management Assn., Hotel Astor, New York, N.Y.

8—Export Trade Promotion Conference, Sproul Hall, UCLA Campus, Los Angeles, California. Commerce Speaker: Paul E. Pauly, Bureau of International Business Operations. Sponsors: Los Angeles Chamber of Commerce; U.S. Small Business Administration; U.S. Department of Commerce; University Extension, University of California, Los Angeles.

9-13—National Plant and Food Institute Meeting, White Sulphur Springs, West Virginia. Commerce Speaker: Peter T. Jones, Deputy Assistant Secretary for Trade Policy.

12—International Trade Conference, Millikin University, Decatur, Ill. Sponsor: Decatur Assn. of Commerce.

14—Monthly Meeting, Chicago International Trade Club, LaSalle Hotel, Chicago, Ill.

14—Summit Conference, National Paint, Varnish and Lacquer Assn., Statler Hotel, Washington, D.C. Commerce Speaker: Peter T. Jones, Deputy Assistant Secretary for Trade Policy.

14—Small Business Administration Counseling Conference, Elgin, Ill. Commerce Speaker: Joseph W. Tucker, Chicago Field Office.

14—Export Trade Seminar, Detroit, Michigan. Sponsor: Greater Detroit Board of Commerce.

14-15—1962 Annual Public Conference, The Patent Trademark and Copyright Foundation of George Washington University, Mayflower Hotel, Washington, D.C.

19-21—Materials Handling Institute Exposition, Cobo Hall, Detroit, Mich.★

20—Export Managers Club luncheon meeting, New Orleans, La. Sponsor: New Orleans Chamber of Commerce; Small Business Administration; Regional Export Expansion Council; International House; Port of New Orleans. Commerce speaker: Bernard Blankenheimer, Bureau of International Programs.

25-26—Foreign Trade Institute, The University of Oklahoma, Norman, Oklahoma. Commerce Speaker: Harry C. Meyers, Manager, Dallas Field Office.

26-28—World Trade Conference, Admiralty Hotel, Norfolk, Virginia. Commerce Speaker: Peter T. Jones, Deputy Asst. Secretary for Trade Policy. Other Commerce participants: E. E. Schnellbacher, Bureau of International Business Operations, Walter Lederer, Office of Business Economics. Sponsors: Mid-Atlantic Industries Assn.; Regional Export Expansion Council; U.S. Small Business Administration; U.S. Department of Commerce.

27—Luncheon Meeting, Lancaster Rotary Club, Lancaster, Pa. Commerce Speaker: John A. Moran, Bureau of International Business Operations.

July

19-20—Ninth Annual Meeting, National Conference on International Economic and Social Development, Palmer House, Chicago, Ill. Theme: "The Alliance for Progress."

25-Aug. 12—Fourth Annual Chicago International Trade Fair and World Marketing and Economic Development Conference. McCormick Place, Chicago, Ill. Sponsor: Chicago Association of Commerce and Industry.

October

29-31—49th Annual National Foreign Trade Convention, Waldorf Astoria, New York, N.Y. Sponsor: National Foreign Trade Council.

Subscription Form

Please enter my subscription for Foreign Commerce Weekly.

☐ **Annual subscription, $16.00.**
☐ **Via domestic airmail, $21.85 additional.**
☐ **Foreign mailing, $5 additional.**

NAME .....

ADDRESS .....

CITY ..... ***ZONE*** ..... ***STATE*** .....

Mail to the nearest U.S. Department of Commerce Field Office, or to the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C. Enclose check or money order payable to the Superintendent of Documents.

UNITED STATES
GOVERNMENT PRINTING OFFICE
DIVISION OF PUBLIC DOCUMENTS
WASHINGTON 25, D. C.

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, $300
(GPO)

First-Class Mail

Need An Agent Or Distributor Abroad? Commerce Field Offices Can Help

THE U.S. Department of Commerce provides specialized services to American firms seeking agency connections or distributors abroad. Whether presently engaged in export trade, or interested in determining market prospects, these services can be of value to you.

TRADE LISTS provide names, addresses, and basic information on firms handling specific commodities, or offering special services in individual foreign countries. Information is included on relative size, type of operations, products handled, and basic marketing and research data on the particular industry or commodities covered. Trade Lists are available at $1 each.

WORLD TRADE DIRECTORY REPORTS provide information on individual foreign firms including type of organization, method of operation, lines handled, size of firm, sales territory, names of owners or offices, capital, sales volume, and general reputation in trade and financial circles. Price, $1 each.

TRADE OPPORTUNITIES present specific requests from firms in foreign markets for connections with American suppliers for direct purchases of specific products, on offering to serve an agency or distributor basis.

TRADE CONTACT SURVEYS also may be used where satisfactory trade connections through the sources listed above are inadequate. This service is designed to locate several foreign firms in a particular country to meet the exporter's specific requirements. A charge of $10 is made for each survey conducted.

For further information on or use of these services consult the nearest Field Office. The experienced international trade specialists in the office will be glad to assist you.

Field Office Locations

Albuquerque, N. Mex., U.S. Courthouse, CHapel 7-0311.
Atlanta 3, Ga., Home Savings Bldg., JAckson 2-4121.
Boston 10, Mass., 80 Federal St., CApitol 3-2312 or 2313.
Buffalo 3, N.Y., Federal Bldg., TL. 3-4216.
Charleston 4, S.C., Area 2, Sergeant Jasper Bldg., 722-6551.
Cheyenne, Wyo., Majestic Bldg., 634-2731.
Chicago 6, Ill., 226 W. Jackson Blvd., ANdover 3-3600.
Cincinnati 2, Ohio, Fifth Third Bank Bldg., DUnbar 1-2200.
Cleveland 1, Ohio, Federal Reserve Bank Bldg., CHerry 1-7900.
Dallas 1, Tex., Merchandise Mart, RIverside 8-5611.
Denver 2, Colo., New Customhouse, KEystone 4-4151.
Detroit 26, Mich., Federal Bldg., WOodward 3-9330.
Greensboro, N.C., U.S. Post Office Bldg., BRoadway 3-8234.
Honolulu 13, Hawaii, 202 International Savings Building, 1022 Bethel St.
Houston 2, Tex., Scanlan Bldg., CApitol 2-7201.
Jacksonville 1, Fla., Federal Bldg., ELgin 4-7111.
Kansas City 6, Mo., 911 Walnut St., BAltimore 1-7000.
Los Angeles 15, Calif., Western Pacific Bldg., RIchmond 9-4711.
Memphis 3, Tenn., Falls Bldg., JAckson 6-3426.
Miami 32, Fla., Ainsley Bldg., FRanklin 7-2581.
Minneapolis 1, Minn., Federal Bldg., 339-0112.
New Orleans 12, La., 333 St. Charles Ave., 529-2411.
New York 1, N.Y., Empire State Bldg., LOngacre 3-3377.
Philadelphia 7, Pa., Jefferson Bldg., WAlnut 3-2400.
Phoenix 25, Ariz., New Federal Bldg., 261-3285.
Pittsburgh 22, Pa., 1030 Park Bldg., GRant 1-0800.
Portland 4, Oreg., Old U.S. Courthouse Bldg., CApitol 6-3361.
Reno, Nev., 1479 Wells Ave., 2-7133.
Richmond 19, Va., Parcel Post Bldg., MIlton 4-9471.
St. Louis 3, Mo., 2511 Federal Bldg., MAin 1-8100.
Salt Lake City 1, Utah, 222 S.W. Temple St., DAvis 8-2911.
San Francisco 11, Calif., Customhouse, YUkon 6-3111.
Savannah, Ga., U.S. Courthouse and P.O. Bldg., ADams 2-4755.
Seattle 4, Wash., Federal Office Bldg., MUtual 2-3300.